

Exper. Stat. JAN 19 1946

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

JANUARY 15, 1946



Viburnum Opulus Nanum

SEEDS

TREE—SHRUB—PERENNIAL
FLOWER—VEGETABLE

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For terms and conditions of sale, see our October 10, 1945 Trade List.

SHRUBS

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2 to 3 feet.....	\$25.00
3 to 4 feet.....	35.00
Almond, pink, own root	
12 to 18 inches.....	25.00
2 to 3 feet.....	40.00
3 to 4 feet.....	50.00
Barberry, Box	
12 to 15 inches.....	20.00
15 to 18 inches.....	25.00
18 to 24 inches.....	35.00
2 to 2½ feet.....	40.00
Buckthorn cathartica	
18 to 24 inches.....	15.00
2 to 3 feet.....	20.00
3 to 4 feet.....	28.00
4 to 5 feet.....	35.00
Butterfly Bush	
Dubonnet or Ile de France	
Med.	20.00
No. 1	25.00
Cornus alba sibirica	
18 to 24 inches.....	18.00
2 to 3 feet.....	24.00
3 to 4 feet.....	35.00
4 to 5 feet.....	40.00
Cornus florida	
3 to 4 feet.....	60.00
Cornus Goldentwig	
18 to 24 inches.....	22.00
2 to 3 feet.....	28.00
Cornus stolonifera	
2 to 3 feet.....	25.00
3 to 4 feet.....	35.00
4 to 5 feet.....	45.00
Cydonia Japonica	
18 to 24 inches.....	22.00
2 to 3 feet.....	28.00
3 to 4 feet.....	33.00
Deutzia Pride of Rochester	
18 to 24 inches.....	18.00
2 to 3 feet.....	25.00
3 to 4 feet.....	35.00

<i>Elaeagnus angustifolia</i>	Per 100
18 to 24 inches.....	\$18.00
2 to 3 feet.....	25.00
Forsythia	
Intermedia or Intermedia	
spectabilis.....	
18 to 24 inches.....	18.00
2 to 3 feet.....	25.00
3 to 4 feet.....	35.00
Hamamelis virginiana	
12 to 18 inches.....	18.00
18 to 24 inches.....	25.00
2 to 3 feet.....	30.00
3 to 4 feet.....	40.00
Honeysuckle	
Pink or Red Tatarian	
18 to 24 inches.....	18.00
2 to 3 feet.....	25.00
3 to 4 feet.....	35.00
Hydrangea A. G.	
12 to 18 inches.....	32.00
18 to 24 inches.....	40.00
2 to 3 feet.....	50.00
3 to 4 feet.....	60.00
Lilac, Chinese (rothomagensis)	
18 to 24 inches.....	25.00
2 to 3 feet.....	30.00
3 to 4 feet.....	40.00
Philadelphus virginalis	
12 to 18 inches.....	28.00
18 to 24 inches.....	35.00
3 to 4 feet.....	55.00
4 to 5 feet.....	65.00
Privet, Regel	
2 to 2½ feet.....	28.00
2½ to 3 feet.....	35.00
Salix purpurea	
2 to 2½ feet.....	32.00
2½ to 3 feet.....	40.00
Spiraea A. W.	
12 to 15 inches.....	20.00
15 to 18 inches.....	28.00
18 to 24 inches.....	35.00
Spiraea arguta	
18 to 24 inches.....	18.00
2 to 3 feet.....	25.00

<i>Spiraea billardii</i>	Per 100
12 to 18 inches.....	\$14.00
18 to 24 inches.....	18.00
2 to 3 feet.....	25.00
Spiraea froebelii	
18 to 24 inches.....	25.00
2 to 2½ feet.....	30.00
2½ to 3 feet.....	35.00
Spiraea thunbergii	
18 to 24 inches.....	20.00
2 to 2½ feet.....	28.00
2½ to 3 feet.....	35.00
Spiraea vanhouttei	
12 to 18 inches.....	14.00
18 to 24 inches.....	18.00
2 to 3 feet.....	25.00
3 to 4 feet.....	35.00
Symphoricarpos chenaultii	
18 to 24 inches.....	16.00
2 to 3 feet.....	22.00
3 to 3½ feet.....	28.00
Symphoricarpos racemosus	
18 to 24 inches.....	16.00
2 to 3 feet.....	22.00
3 to 3½ feet.....	30.00
Symphoricarpos vulgaris	
18 to 24 inches.....	16.00
2 to 3 feet.....	22.00
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18 to 24 inches.....	18.00
2 to 3 feet.....	25.00
3 to 4 feet.....	35.00
4 to 5 feet.....	45.00
Viburnum lantana	
18 to 24 inches.....	20.00
2 to 3 feet.....	25.00
3 to 4 feet.....	33.00
Viburnum lentago	
18 to 24 inches.....	20.00
2 to 3 feet.....	25.00
3 to 4 feet.....	35.00
Vitex macrophylla	
2 to 3 feet.....	35.00

VINES

	Per 100	2-yr. No. 1	2-yr. medium
Ampelopsis veitchii			
Boston Ivy.....	\$30.00	\$25.00	
Ampelopsis engelmannii	20.00	16.00	
Ampelopsis quinquefolia	20.00	15.00	
Celastrus scandens or orbiculata	20.00	15.00	
Honeysuckle halliana	15.00	12.00	
Polygonum auberti	30.00	25.00	

SMALL FRUITS

	Per 1000	2-yr. No. 1	1-yr. No. 1
GRAPEVINES			
Concord	\$130.00	\$ 80.00	
Fredonia and			
Moore's Early	200.00	150.00	
Agawam	150.00	100.00	
Beta	150.00	100.00	
Catawba	150.00	100.00	
Niagara	150.00	100.00	
Worden	150.00	100.00	
CURRENTS			
Cherry, Fay's and			
Wilder	200.00	150.00	
Red Lake	200.00	150.00	
White Grape	220.00	180.00	

RASPBERRIES	Per 1000
Latham, No. 1 suckers.....	\$75.00
Newberg, No. 1 suckers.....	75.00
Logan, No. 1 tips.....	50.00
Cumberland, No. 1 tips.....	50.00
BLACKBERRIES, No. 1 R.C. plants.	
\$45.00 per 1000.	
Alfred	
Early Harvest	
Eldorado	
Snyder	

ROSE STOCKS

Multiflora Japonica seedlings	Per 1000
¼-inch and up.....	\$40.00
No. 1, 3/16 to ¼-inch.....	30.00
No. 2, 2/16 to 3/16-inch.....	22.00



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SHENANDOAH, IOWA

E.S. Welch PRES.

AMERICAN NURSERYMAN

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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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CLOSING DATE—Present printing conditions require that more time be given for putting current issues of the American Nurseryman through the press. So if you send material for either the advertising or the news columns of the **February 1** issue, please mail in time to reach this office by **January 22**.

Salute to THE FLORICULTURE INDUSTRY

During 1944-45, Union Pacific paid tribute to American industry on its radio program "Your America", broadcast each week over a nation-wide network. Representatives of 70 major industries were given the opportunity to present the dramatic story of their respective industry's contribution to the welfare of the nation.

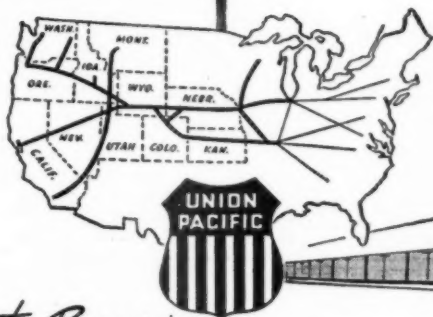
For example, on one program our guest speaker, J. Fred Austin of Spokane, Wash., represented the Society of American Florists.

Union Pacific—along with other railroads—was then engaged in moving vital wartime materials. Your industry and the nation generally knows what a tremendous task that was and how efficiently it was accomplished.

Today, Union Pacific is prepared to continue its assistance to your industry by speeding the distribution of peacetime commodities. Equipment, facilities and personnel are geared to provide unexcelled service.

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The Progressive

UNION PACIFIC RAILROAD

The Strategic Middle Route

AMERICAN NURSERYMAN

F. R. KILNER, Editor

Editorial

LOOKING FOR WORK?

There should be some red faces among the business prophets who, at the end of the war, predicted 6,000,000 unemployed by January 1 and 8,000,000 by the coming spring. Census bureau figures put the unemployment total at 1,580,000 in November, the figure including only those persons who were looking for work. Many nurserymen wonder where they looked for work.

Now the experts predict that vacationing veterans and war workers who will be looking for jobs later will swell the total of unemployed to 4,000,000 and that a jobless peak of about 5,000,000 is to be expected sometime in March. Federal economists expect that total to prevail from March until about June, when manufacturing of civilian merchandise will hit full stride and begin to absorb workers.

Since few of us are perfect when it comes to predicting the fluctuations of our own small business enterprises, we are likely to take with a grain of salt the prognostications of those who take in so much territory as the whole United States. But there are the figures from the experts, if you are needing help.

UNIFORM PLANT NAMES.

Thirty years ago the American Association of Nurserymen appointed a nomenclature committee, to bring to action the discussion which had then transpired for years regarding uniform plant names in nurserymen's catalogs. The intention at that time was to adopt a code for fruit names and to develop a list of ornamentals which would be accepted as standard throughout the country. In the work, four other national associations in the horticultural field and one in the pharmaceutical field joined, forming the American joint committee on horticultural nomenclature, which worked in cooperation with the United States Department of Agriculture and other organizations having to do with plants. A small volume was published under the title "Standardized Plant Names" in 1923, which by its smallness only indicated the monumental character of the task ahead. A greatly enlarged and revised second edition was published in 1942, which after three

years is being more discussed than followed as a standard for the plant names in nurserymen's catalogs.

The uncertain state of affairs was brought to readers' attention by an article in the American Nurseryman of August 15, 1945, which contained some comments by the editor of this magazine. In the issue of November 1, 1945, Harlan P. Kelsey, one of the editors of "Standardized Plant Names," made a forceful presentation of the present unsatisfactory conditions and endeavored to show how simply the problem might be met by following "Standardized Plant Names."

Apparently the discussion persists, because something in the character of a debate on the subject is set for the meeting at New York city later this month, and the current year's plant nomenclature committee of the A. A. N. is facing the responsibility of taking some action with reference to uniform plant names.

In any such debate, discussion or action, let the issues not be confused. Nurserymen are not taxonomists, and whether a certain plant should bear one Latin label or another had better be left to the men of science, even if their findings do not always suit us. The question is not whether the botanists always do right or whether "Standardized Plant Names" is a perfect work, because there are grounds for disagreement on both points. Any discussion of them is merely beside the main issue.

That main issue is whether we want uniform plant names, so that a customer will not buy the same plant under several different names, or order a plant and get another variety than the one he wished to buy. Assuming that we want uniform plant names—and the discussion has gone along for too many years to require space here—then the trade should adopt some work as an authority, just as a newspaper or magazine adopts one dictionary as an authority, be it Webster's, Century or Funk & Wagnall's—which by no means are in agreement on all points as to spelling, pronunciation and definition of the words we use.

Since no other volume covers the same wide field of plant nomenclature, the conclusion seems inescapable that if nurserymen do not decide to follow "Standardized Plant Names" in an attempt to achieve uniformity, we have thrown away thirty years of hard work. But if the

trade should adopt "Standardized Plant Names" and its use were general throughout the trade, the defects and inconsistencies of the work would be brought to the surface, so that a revision would be undertaken before too long, with the result that an authority would the sooner come into being which we all could accept with less criticism than that visited upon the present book.

SAVINGS BONDS.

The United States Treasury Department has announced that it will continue to sell E, F and G bonds, known successively as defense bonds, war bonds and victory bonds. Now they will be called United States savings bonds. The goal for such bond sales in 1946 is \$6,000,000,000, as contrasted with over \$20,000,000,000 of all types of government bonds sold to all individuals in 1945.

United States savings bonds will be available for pay roll savings plans, such as were widespread throughout the war, and they will be available through other channels, through the same outlets and in the same way as the war bonds, though no drives will be undertaken.

Millions of people found government bonds of these types convenient for their savings, and the demand for this thrift medium prompted the decision to continue their issuance.

PLANT TREES IN HOLLAND.

An elaborate plan for the rehabilitation of the famous woods between The Hague and Scheveningen has been inaugurated by the city authorities with the planting of the first of some 200,000 young trees. The famous woods were ruthlessly destroyed by the Germans when they transformed The Hague and Scheveningen into a part of their formidable "Atlantic wall."

The young trees will be planted by the city's school children under supervision of the department of parks. It is planned to populate the ravaged space with poplars, willows, birches, beeches and oaks. The young trees will be given into the special care of the children so that in future years they will carry with them a remembrance both of the German visitation and of their own share in the reconstruction work. The ceremony of the first tree planting took place November 5.

The Mirror of the Trade

Western Association Meets

Twelve states were represented at the fifty-sixth annual meeting of the Western Association of Nurserymen, at the Hotel Muehlebach, Kansas City, January 3 and 4. The registration and attendance were the largest in many years. The sessions, which began Thursday, were confined to two days, rather than the usual three days, because New Year's day fell on Tuesday.

In order to make those present acquainted with each other, President Evert Asjes requested each person to stand and introduce himself. Then the minutes of the 1945 meeting and the treasurer's report were read by Secretary-treasurer C. C. Smith. President Asjes then appointed the various committees which were to function during the convention. Twelve applications for membership were presented, all of which were acted upon favorably. The membership now stands at 119, seventeen states being represented.

Herbert Boning, director of the convention bureau of the Kansas City chamber of commerce, welcomed the nurserymen to Kansas City. He referred to the fact that the Western Association of Nurserymen is one of the oldest trade associations in America and that all but two of its annual meetings have been held in Kansas City.

"Business as Usual?" was the title of a talk by Vincent J. O'Flaherty, Jr., Kansas City, chairman of the Missouri Real Estate Board. Business is no longer simple, said Mr. O'Flaherty, even for the small businessman. Government has been taking business for a "ride" and now has entered business to stay. Adopting a protective attitude toward the underdog, it is frequently inefficient and unreasonable.

Assuming the role of prophet, Mr. O'Flaherty predicted that reconversion of industry from wartime effort to peacetime production would be completed in 1946, with the possible exception of the automobile industry. He thinks that civilian goods will be plentiful, as well as the money to buy them.

The National Real Estate Board, at its meeting in December, passed a resolution stating that the only things holding up home building were the lack of materials and shortage of labor and urging the government to follow a policy that would make these available. There are great need for private housing, plenty of money to finance it and a willingness

on the part of the builders. One of the greatest causes of the housing shortage, and one often overlooked, said Mr. O'Flaherty, is the fact that population is no longer static. By 1950 it is expected to reach a total of 145,000,000.

The afternoon session began with a talk on planting design by Prof. L. R. Quinlan, Kansas State College, Manhattan. Appreciation of proper planting design, like that of classical music, according to Professor Quinlan, comes with familiarity. Architecture is static and paintings never change, but designs with plants have life and depth and are ever changing. The designer must have a thorough

portance of using plants that are adapted to the soil and climate. Failure of plants may be due to planting in the wrong location. Selecting *Kerria japonica* as an example, he explained that this is a shade-loving plant, but often fails because it is planted in the sun.

There is danger of overplanting with conifers. Such plantings have a tendency to be heavy and overbalanced. Give them variety by the use of broad-leaved evergreens and some of the better deciduous shrubs.

Landscape design, as defined by Professor Quinlan, is primarily the creation of a beautiful picture. It is not an attempt to use as many varieties as possible, like a nursery sales yard. There should be a good reason for the selection and use of each plant. Large masses of a single variety are more effective than smaller groups of several varieties.

In landscape design, plants are divided into two groups, structural and decorative. Structural plants are ones in which shape and size are the most important characteristics. They are used to give form to a planting. Decorative plants depend upon texture and color for their usefulness. Unity in landscape design is that quality which holds a composition together. This is accomplished by directing and holding the attention of the observer to the most important feature of the landscape.

Professor Quinlan illustrated his talk with chalk drawings and a series of beautiful Kodachrome slides.

Following Professor Quinlan's talk, J. Allison Denning, Missouri state entomologist, showed a colored motion picture of the Japanese beetle. This depicted the life cycle of the insect and explained some of the control measures that are being worked out. Then Mr. Denning talked briefly on the phloem necrosis disease which is proving so destructive to the American elm. It seems to be on the increase, and no method of controlling it has been discovered.

A high light of the convention was the banquet on Thursday evening for members and their families. There were 135 persons present to enjoy the turkey dinner and the entertainment. Bernice Maledon, talented and beautiful young soprano, sang a group of songs.

Unknown to Miss Maledon, Dr. C. L. Shrewsbury and Stewart Clare, of Midwest Research Institute, Kansas City, were present and recorded Miss Maledon's songs on a new



Stanley R. McLane.

knowledge of the plants with which he works.

In the study of plants one should consider form, texture and color. The form of a plant is its natural shape. Try to select plants for a particular part of the design that can be used without trimming. Trimming or shearing increases the impression of artificiality. The visual effect of foliage and its arrangement on the plant is known as texture. A fine-foliaged plant may give the impression of coarseness. For example, the individual needles of the white pine are fine and delicate, but the clusters in which they are arranged give the pine a coarse appearance.

Highly colored plants are often overemphasized in the landscape design. Unusual plants, such as golden elder, golden arborvitae and blue spruce, may be out of place like unusual furniture in an ordinary house.

Professor Quinlan stressed the im-

scientific gadget, the wire recorder. This machine records sounds on a wire as fine as a human hair merely by magnetizing the wire. Upon conclusion of her concert, Miss Maledon and the others present had the pleasure of hearing one of her songs repeated by the wire recorder with remarkable fidelity.

First on the program Friday morning was the lecture on "Fertilization of Trees" by Dr. August P. Beilmann, of the Missouri Botanical Garden, St. Louis. The experiments which formed the basis of the data presented by Dr. Beilmann were begun sixteen years ago at the Missouri Botanical Garden. Only large well established trees in permanent locations showing definite signs of distress were used in the experiments. Several remarkable discoveries were soon made. Fertilized trees continued to grow well in dry years and got along on a great deal less water than was thought possible. Slow-growing trees could be made to grow much faster to compete with faster-growing but inferior varieties.

Nitrogen, phosphorus and potash have long been known to be the critical elements in plant nutrition, but the problem was to determine the importance of each. Nitrogen was found to be the limiting factor in nearly all cases. Potash and phosphorus singly gave little or no reaction, but were necessary to secure the full benefit of nitrogen. At first a 4-8-4 fertilizer was used, then 6-8-4, followed by 8-8-8 and finally 10-8-6. The amounts of fertilizer used were gradually increased until at the end of five years five times as much was being used as at first. The amount of nitrogen was two and one-half times as great.

The increase in diameter and length of twig growth is in proportion to the amount of fertilizer used, and there is a direct relation to the percentage of nitrogen. Only quickly available fertilizer is recommended. Slowly available fertilizers were not found of much value. The correct formula is more important than large amounts of fertilizer.

No trees were killed by the use of an excessive quantity of fertilizer. When excessive amounts were used, the trees responded by phenomenal growth. Pin oaks became weepers. A maidenhair tree reacted in a peculiar manner; one branch alone made an excessive growth; the rest of the tree grew normally.

For convenience, a formula was worked out for the amount of fertilizer to apply to a given tree: Add the height in feet to the spread in feet. To this sum add the circumference of the trunk in inches. The

figure thus obtained represents the number of pounds of 10-8-6 fertilizer to apply to the tree. For example, if a tree is fifty feet high with a spread of forty feet and has a circumference of fifty inches, the total of 140 represents the number of pounds of fertilizer to use. It is recommended that the fertilizer be applied in early spring to be most effective and to reduce the danger from late growth. The experiments showed that large established shade trees in the botanical garden did not increase in diameter after June 10.

A method was worked out for applying the fertilizer with a gun that forced the dry fertilizer underground. The pressure was obtained from the compressors of a power sprayer. This method was found



Frank Pflumm.

more effective than the use of a crowbar or soil auger, which have a tendency to seal up the sides of the hole and to prevent the rapid dissemination of the fertilizer.

The great interest in this subject was shown by the many questions asked Dr. Beilmann at the conclusion of his talk.

The Western Association of Nurserymen was signally honored by the presence of the following officers of the A. A. N.: A. H. Hill, president; R. P. White, secretary, and John W. Baringer, the newly appointed director of research. Mr. Hill discussed the functions of the A. A. N. and elaborated upon the program of the public relations committees. He stated with pride that for the first time in history, the association has 1,000 members. He also spoke optimistically of the outlook for the nursery business for many years to come. It was Mr. Hill's privilege to introduce John Baringer officially to the trade for the first time.

Mr. Baringer spoke briefly, point-

ing out that his contacts with nurserymen have covered a period of twenty-five years, beginning when he started as a nursery inspector in the Painesville area of Ohio. Eventually he rose to the position of assistant director of the bureau of plant industry of Ohio. Mr. Baringer expressed his pleasure at the opportunity to work so closely with the nurserymen and pledged his support to the program of the A. A. N.

Because of the great importance of the 1946 legislative program of the A. A. N., the legislative council will be revived, according to Secretary White. As a matter of fact, this council did not function in the past because there was no special need, but now there is much work for it. It will be called the national affairs committee. Its members, who will be drawn from all areas, will receive

[Continued on page 49.]

KANSAS MEETING.

The Kansas Association of Nurserymen held its annual meeting on the evening of January 2, at the Hotel Muehlebach, Kansas City, just prior to the opening of the Western Association of Nurserymen convention. There were twenty-two present at the meeting, which was presided over by President W. S. Griesa.

No formal program had been arranged and no speakers were presented. Only matters of association business were taken up. The chief topic of discussion was what the association could do to encourage the state highway commission to spend more of the federal funds allotted to roadside improvement on landscape plantings. A committee was appointed to give the matter further consideration.

The report of the secretary-treasurer, Frank Pflumm, showed the association to be in good financial condition. Officers elected for 1946 were Marvin Shepherd, president; John J. Pinney, vice-president, and Frank Pflumm, secretary-treasurer.

After the business of the association was concluded, the members of the A. A. N. present went into session as the Kansas chapter. The officers of the Kansas association also serve as officers of the Kansas chapter of the A. A. N.

Chet G. Marshall, Arlington, Neb., a member of the public relations committee of the A. A. N., was invited to present and explain proposals of the committee. These proposals were then discussed and voted upon one by one by the membership. The purpose of this voting was for the instruction of the Kansas delegate, Frank Pflumm.

Indiana Holds Three-day Meeting

Discussions on nursery problems by members and guest speakers presented much practical information to more than 100 persons, including some out-of-state nurserymen, who attended the 3-day meeting of the Indiana Association of Nurserymen, January 2 to 4, at Purdue University, West La Fayette.

President DeVol Ernst, Muncie, and Vice-president A. W. Fox, Elkhart, were reelected to their offices, and Mrs. Mary Stum, Indianapolis, was reappointed secretary-treasurer. J. C. Bunch, Terre Haute, and Fred Hobbs, Bridgeport, were elected to the executive committee, of which Mr. Ernst, I. J. Mathews and Floyd Bass are holdover members.

President Ernst opened the meeting at 1 p. m., January 2. After an invocation by Floyd Bass, Dr. Laurenz Greene, chief of the horticulture department of Purdue University, greeted the nurserymen and introduced Dean H. J. Reed, director of the college of agriculture, who welcomed the visitors to Purdue.

State taxes were explained by M. Marchino, of the state gross income tax division, who said that Indiana nurserymen were subject to four kinds of taxes—property, sales and use, gross profits and federal income taxes. However, he pointed out that the mail-order nurseries subject to the laws of interstate commerce were exempt from the gross profits tax. As merchants the nurserymen were authorized collection agents for the state and must collect one-fourth of one per cent on wholesale sales, one-half of one per cent on retail sales and one per cent on service contracts, such as landscape and spraying jobs.

After distributing form 1040 for making out federal income tax returns, Mr. Hurley, of the federal bureau of internal revenue, explained how the nurserymen should use schedule C on this form in reporting their income tax and to what deductions they were entitled. He pointed out that since the nursery business was classified under agriculture, nurserymen might use form 1040 F used by farmers if they so desired.

In a panel discussion on perennials, Clarence Wesdorp, propagator for the Krider Nurseries, Inc., Middlebury, recommended packing and shipping in sphagnum moss and wrapping in waterproof paper with the ends open and cautioned against too wet packing. During the labor shortage Mr. Wesdorp found the use of small beds impractical; so he

had perennials planted in long rows twenty inches apart, which could be cultivated more quickly with a cultivator, such as a Planet, Jr. He also recommended this method for small evergreens. Prof. E. R. Honeywell, head of the department of floriculture at Purdue University, said he thought there were too many new varieties of perennials, of which a great percentage had to be discarded. He reminded the audience that customers were still interested in the old-fashioned plants. He suggested that nurserymen might find the florists a ready market for perennials in late summer.

A report on the supply of stock available showed that the situation was extremely tight on practically all items. In traveling through the south and east, J. C. Bunch, of Terre Haute, found most nurseries had only one-fourth to two-thirds of their normal supply of stock and had sold out on many items some time ago. Harry Hobbs, of C. M. Hobbs & Sons, Inc., Bridgeport, commenting on the fruit tree supply, said there were no apples to be had in the 1½-inch No. 1 size and that only a few varieties were available in the ½ and ¾-inch sizes. Peaches, except for some June-buds, were nearly off the market. J. F. Ireland, of the Onarga Nursery Co., Onarga, Ill., reported that quantities of roses were not to be had anywhere. Small fruits, especially raspberries and currants, would be in short supply, said Vernon Krider, of the Krider Nurseries, Inc.

Bringing the afternoon session to a close was a panel discussion on the storage of nursery stock by Robert Hobbs, of C. M. Hobbs & Son, Inc.; Clarence Wesdorp, and Dr. McClintock, of Purdue University. Mr. Wesdorp said that every nurseryman with \$500 in lining-out stock could well afford to build a cold-storage house to fit the needs of his nursery, as such a unit would pay for itself in savings on other operational costs. Dr. McClintock stressed the necessity of keeping a constantly high humidity in propagation houses and said a humidstat, available for as low as \$8, was a good investment. He also pointed out that storage houses were not hospitals or curing houses, and stock would come out in no better condition than it went into storage.

Thursday morning's session began with an examination on the winter identification of shrubs given by Prof. R. B. Hull, of Purdue Univer-

sity. Robert Hoffman, of Hoffman's Gardens, Wabash, had the highest score.

In naming "What Trees and Shrubs I Would Recommend for Indiana Landscape Plantings," Professor Hull said there were only a limited number of such plants for small places on which a lawn must also be provided. The trees listed were recommended for their qualities as to shapeliness, good foliage and cleanliness. He urged the use of more yellowwoods, ironwoods, London plane trees, sycamores, flowering dogwoods and crab apples. In place of dwarf evergreens, Professor Hull thought more deciduous shrubs of moderate size with a refined type of foliage should be used, such as coto-neasters, cutleaf sumac, *Daphne mezereum*, *Ribes alpinus*, mahonia, *Hypericum kalmianum*, *Euonymus alatus* and compactus, some viburnums (especially carlesii), *Ilex glabra* and crenata and *Abelia grandiflora*. For larger-growing shrubs, he listed *Viburnum americanum*, *dentatum*, leatherleaf, wrighti and tomentosum; crimson-flowering *lonicera*, and *deutzia*.

Forced to propagate many items because of the current shortage of stock, the nurserymen were much interested in the discussion on propagating nursery stock. Prof. L. C. Chadwick, of Ohio State University, foresaw an enormous demand for all kinds of stock in the next ten years for the prospective building program calling for 1,500,000 homes and many public buildings, for highway and street tree plantings and for replanting old home plantings neglected during the war. Of the total amount spent on building, it has been estimated that at least one per cent, or about \$80,000,000, will be spent for landscaping and nursery stock. At the same time, Professor Chadwick warned against overpropagation and said plans could well be based on sales lists of normal years plus a slight increase of less than five to ten per cent.

Failures in seed propagation, Professor Chadwick said, were most often caused by a lack of knowledge or understanding of the nature of the seeds themselves, especially those parts, such as the seed coat, endosperm or embryo, which often prevent germination. He urged the fall sowing of seeds wherever practicable, as this method had the advantages of better soil conditions in fall, more vigorous growth in early spring and

less trouble with damping-off. Sphagnum moss, he recommended, either alone or as a covering over sand and peat, as the ideal medium for seedling. The moss should be screened so that the fibers are not too large, packed into the flats and wetted down, with one-fourth inch of dry moss as a covering, with a glass over the top; watering is not required during the germination period, unless the house is unusually dry. Seedlings are easily transplanted from this medium.

Not enough is known about suitable understocks for the grafting of evergreens, Professor Chadwick said. He told of a long-term program being carried on at Ohio State University to determine what are the best understocks for grafting junipers. In propagation by cuttings, he emphasized making the cuttings at the correct time. Also of great importance is the environment in which the cuttings are rooted. There should be good control over light, temperature and humidity. Humidity, he said, is one of the most overlooked factors in propagation. Many methods are used to maintain high humidity, from daily wetting down with a hose to the use of automatic humidifiers. He described the Binks system developed at Ohio State University, so called because of the nozzles used, which are made by the Binks Mfg. Co., Chicago. This system involves the use of a tank at one end of the greenhouse from which a water line runs three or four feet above the cuttings. No. 164 Binks nozzles are attached on risers every fifteen feet along the water line. A compressed air line runs parallel and above the water line. The compressed air sucks up the water at the nozzles and blows it out in vapor form. The humidity can be regulated to any degree and is controlled by a celluloid valve with a humidstat. There is little corrosion of pipes or clogging of nozzles with this system. Professor Chadwick also described the "pushbutton" method of propagation developed by Dr. V. T. Stoutemeyer, at the USDA station, Beltsville, where low wooden houses replace the glass greenhouse. Fluorescent lamps provide the light, lead cables heat the house and an automatic humidifier controls the humidity.

With a preface of witty anecdotes on his experiences as state senator, Alvin Kidwell, of the Willadean Nursery, Sparta, Ky., described the process used by his firm in grafting junipers. For understocks he had found best the red cedar growing wild in the Kentucky hills. It is pulled up in the dormant season

when the ground is wet and cut into lengths one foot long from the top of the root. Pots of smooth shale, two and one-half inches wide at the top and two and three-quarters inches deep, with a narrow bottom, are used. Stock and scion are cut one and one-quarter inches deep. The cleft is tied and wrapped with rubber. Plants are packed tightly in a 12-inch bench and left there about thirty days. Glass is used to cover the grafts and kraft paper to shield them from sun. The plants are kept trimmed so that air can get in. After the first frost, the grafts are knocked out of the pots and the soil is squeezed into a good pot ball for planting. In shipping grafts, Senator Kidwell recommended placing the pot ball in a red paper pot and packing and wrapping in newspaper to



"Dear Mr. Bushbottom: The tree didn't live. We gave it the best of care—"

absorb moisture. The individually wrapped grafts should be packed in layers standing up in a kraft paper lined box with a tent structure protecting the tops.

Howard Gaar, of Gaar's Nursery, Chesterfield, briefly commented on propagation problems of the small grower and retail nurseryman.

After luncheon Clarence Wedorp resumed the discussion on plant propagation. He described the specially built propagation house used at the Krider Nurseries. It is 14x100 feet, with two beds six feet wide running the length of the house on either side of a 2-foot path.

"Planned Highway Selling" was the subject of a talk by Deanette Small, of Topnotch Gardens, Chesterton. She described her new gardens, where numerous varieties of top-quality perennials are being grown. Highway selling she described as sight buying, in which showmanship is of great importance.

Alfred Bloch, of the W. A. Natorp

Co., Cincinnati, O., opened the panel discussion on growing taxus by discussing varieties and told how taxus is grown by the Natorp Co. Cuttings are made in late summer and retained in a frame until spring, when they are transferred to beds. The young taxus is planted four inches apart in rows a foot apart. The rows are shaded with a canvas covering, and a loose straw mulch is added in winter to prevent heaving. Only slight pruning is done the first year. The second year, except in extreme heat, the shade is removed and at the end of the second year the plants are set farther apart and pruned. After the fourth or fifth year the taxus is ready to be balled and burlapped, to be put in the field or used on the job. M. D. Stum, of the Eagle Creek Nursery, Indianapolis, told of taxus 500 years old in England and of the first *Taxus cuspidata* introduced to this country in 1855 and went on to describe varieties not discussed by Mr. Bloch.

In a discussion of "Pest Control and Prevention," Paul Ulman, of the department of conservation, Indianapolis, advised the careful selection of propagation materials to prevent disease and infestations and urged the use of enough good spray equipment at the right time for control measures. Mr. Ulman read a letter from Dr. Neiswander, of Ohio State University, on the results of experiments in controlling the taxus mealy bug. DDT was found to be the least effective of the controls tried. Loro and Black Leaf 40 were found most effective.

At the request of the audience, Dr. J. J. Davis, of Purdue University, discussed DDT. He said that its characteristics are the least known of any insecticide. While DDT is effective against the largest number of insects, it should be remembered that it is a specific insecticide, and there are many pests which it does not control. While its effect on animals is known, much more research is needed to determine its effect on plants and plant pests.

Many parts of Indiana have been badly hit by the spread of elm phloem necrosis, and the nurserymen were particularly interested in the report by Dr. Shay, of Purdue University, on the spread of the disease and the work being done to find combat measures and resistant strains of elms. Dr. McClintock assured the nurserymen that it was almost certain that no nursery stock had been responsible for transmitting the disease.

A list of "Plants We Should Know" [Continued on page 42.]

Winter Identification in the Rue Family

By Leon Croizat

The rue family (rutaceae) is one of the largest of the seed plants and contains such treasured staples as the orange tree and lemon tree. Its contributions to ornamental horticulture are not commensurate, on the other hand, with the importance it has for pure botany and business. We cultivate of it not more than thirty species divided into about eight genera, and none of these species may be said to have major importance.

One of these genera represented by the common rue, *Ruta graveolens*, has a fitting place only in old-fashioned herb gardens and cannot interest us here. Two others are cultivated in the open only in the south and the west, *choisya* and *skimmia*. Unlike the rue, these genera are true evergreens, which is to say that they are not proper subjects for winter identification. We might notice as if passing that the leaves of these plants exhibit transparent dots, which is a universal character of the rutaceae. *choisya* has aromatic, opposite and three-foliolate leaves; *skimmia* has simple and alternate ones reminiscent of a laurel as to shape. Only one species of *choisya* is in cultivation, which, on account of its typically shaped leaf, is known as *choisya ternata*. The two species of *skimmia*, *Skimmia japonica* and *Skimmia reevesiana*, are not easily told apart by the layman and may prove puzzling even to the professional.

Phellodendron comes next on our list. Its common name, cork tree, is richly deserved, and a mature specimen is certainly anything but smooth at the bole. Five species are said to be in cultivation, but it is difficult to identify them with accuracy, if we believe that there are indeed so many. I once inquired of a Japanese botanist who knew the flora of Japan well indeed whether he had ever seen *Phellodendron lavalleyi* in the wild. This tree is reputed to be native in Japan, but the expert in question candidly confessed that, try as hard as he might, he still could not tell me whether he had seen it or not. He concluded, "Sometimes I believe I see it; some other time I am sure I do not," and with this we parted.

Mature trees of *Phellodendron amurense* have a distinct habit, but to describe it without running the risk of palming off meaningless generalities seems to be almost impossible. It is often said that this species has wide-spreading branches, which is undoubtedly true, but it is not so much the fact that the branches spread—in all *phellodendrons* they do that—as their peculiar looseness of bearing which counts in my opinion. The main trunk, or bole, is low in *Phellodendron amurense*, and the main limbs boldly depart at a very broad angle as if ready to go on their own. *Phellodendron japonicum* is a stiffer and somewhat taller tree, but I am inclined to suspect, on the whole, that the habit in all this group is influenced by soil and surroundings to a material degree. In cultivation all these plants are pleasing medium-size trees with a spreading loose crown, and if anything can be charged against them it is that they yield, when of age, large crops of

small berries that are a nuisance on sidewalks.

It should be impossible to identify the species of *phellodendron* in winter from a twig, but the genus itself is unmistakable even if only a bud is available. The compound leaves are borne opposite or nearly opposite and leave behind large scars (Fig. 1,A) in the shape of a horseshoe. These scars surround and very nearly enclose a low bud having two longitudinal scales with lips so tightly joined in the center as to simulate a single body. The twig is wholly hairless, but the bud scales, on the contrary, are thickly covered by flat-laying hairs of a pleasing brown color. The bark is also light brown and, when scratched off, reveals underneath a layer of yellowish-green tissue which has a strong scent.

The normal twig of *phellodendron* ends with a scar between opposite buds which stands for an abortive continuation of growth or a fallen fruit cluster. Rarely, and then only on vigorous shoots or suckers, this continuation of growth remains in place instead of dying out (Fig. 1,B), ending in this case with four bud scales set crosswise and hairy like the normal bud.

Although seldom met with in *phellodendron*, this setup becomes normal in *evodia*. Three or four species are in this genus, but none of them is widely planted, and the same winter characters hold good for all three. A free-grown shoot ends with a terminal bud (Fig. 1,C) of four scales. These scales are adapted leaves, which are opposite and compound in this genus, as they are in *phellodendron*. As we may anticipate, the two outer scales of *evodia* retain almost invariably a suggestion

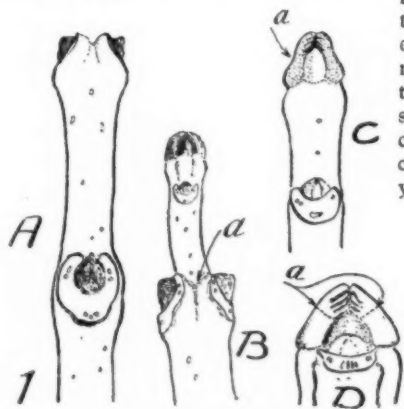


Figure 1.—A, tip of twig of *phellodendron* (normal habit); B, tip of twig of *phellodendron* with persistent prolongation of growth (abnormal habit; the prolongation withers and snaps off at line a as a rule); C, tip of twig of *evodia*, showing in a the characteristic curving of the back of the bud scales; D, tip of twig of the blue ash, with abnormal persistent leaflets on the major bud scales. (These are shed at line a in nearly all cases.)

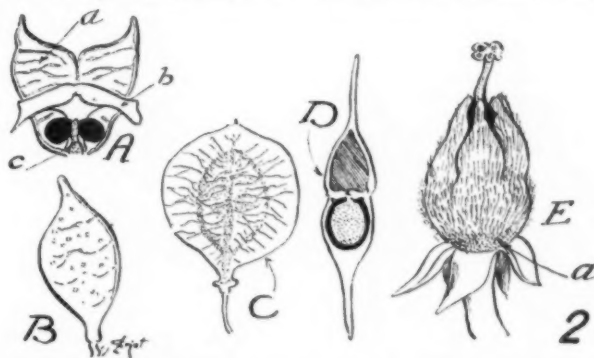


Figure 2.—A, open pod of *evodia*, with exocarp in a, endocarp in b, placenta with two seeds in c; B, same still closed; C, false key of *ptelea*; D, same in section; E, ripening ovary of *choisya*, with disc in a.

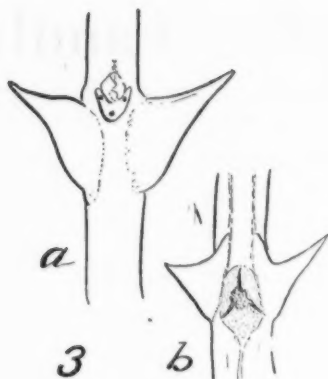


Figure 3.—a, *Zanthoxylum simulans*; b, *Robinia pseudoacacia*.

of the lateral leaflets, this being particularly true of the terminal bud. Students of plants not familiar with evodia in winter will readily reach the conclusion that the twig handed them is not from a walnut or a hickory because the leaf scars are here opposite or nearly opposite, but will in nine cases out of ten conclude that they are dealing with an ash. This is understandable, because not only is the resemblance close, but the bark is more often than not grayish in evodia as it is in ashes. However, this error may easily be avoided. Although put together along the same structural lines, the bud of an ash almost never retains in its scale the leaflets which endure, on the contrary, in evodia; an ash will shed these leaflets by a clean-cut line of severance (Fig. 1,D,a), which is revealing to an experienced eye. Should these leaflets be retained by exception, as the case may sometimes be with the blue ash, we still have other characters to go by. The major bud scales of evodia are slightly depressed at the back at least in the terminal bud (Fig. 1,C,a), which tells us that these scales are leaves less definitely adapted as bud structures than are those of an ash, and such that preserve at least a suggestion of the usual long petiole. Moreover, the bud of evodia tends to be necked (not shown in sketch); that is, the branchlet is sometimes narrower immediately below the terminal bud than farther down. The same may be true of lateral buds, the scales of which may not be flush with the leaf scar. All this is not without interest for us, because it suggests that the check which brings about the formation of the bud in an ash is more abrupt and radical in its effect than that at work in evodia. As if to perfect its grip upon unwanted growth, phellodendron disposes of this growth, as we have seen, not by

stopping it cold in its tracks, but by choking it off between two apical buds. All these little details find a normal place in this article less because evodia is a major tree than because they throw light upon the instrumentality at work in the making of buds in general. It might be added that the wood of evodia has a scent of its own, while ashes have none which is characteristic. However, this odor is not always noticeable and therefore rates as a subsidiary character of identification.

Phellodendron bears black berries, and evodia bears fruits of an entirely different kind. The fruit cluster of evodia is borne at the end of the shoots and may persist until November or even later. It looks then like a pattern of chaff and tinsel with jet-black minute seeds thrown in for good measure. If we carefully pull

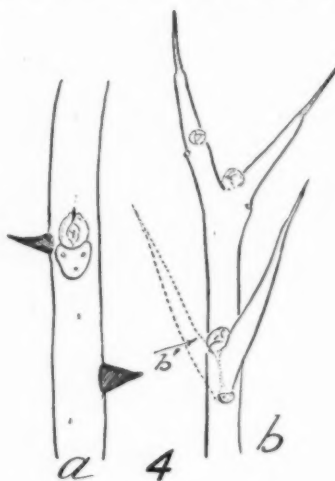


Figure 4.—a, *Zanthoxylum schinifolium*; b, *Poncirus trifoliata*. See text for explanation of b¹.

out a fruit from this cluster, we shall see that it consists of four to five pieces and that each piece (Fig. 2,A) is again in three parts, (a) exocarp, two spreading wings, as it were, with coarse veins; (b) endocarp, a stiff whitish horny body; (c) placenta, a slender column bearing two seeds. Had we paid attention to this structure before it burst open, we should have seen (Fig. 2,B) a single tiny pod, of which four or five are in the center of the flower of evodia.

Tiny pods of this kind are the characteristic fruit of many rutaceae, and two of them fused together give us the fruit of ptelea (Fig. 2,C), which simulates the key of an elm to perfection. If we section this false key (Fig. 2,D), we have before the eye something which bears no similarity whatever to a true key. The false key of ptelea is two-chambered,

as a rule, and contains by abortion a lone black seed instead of the four which should be expected. The fruit of ptelea and that of elm are perfect examples of parallelism in appearance, and I have seen the former used in a classroom for the latter, which is exceeding the limits of tolerance.

If we look now at the ovary of choisya immediately after flowering time (Fig. 2,E) we still have before us the four or five pods of evodia, but these pods are fused together at the base and here further surrounded by a ring or disk of thinly fleshy tissue. We are moving away, then, from the free pods of evodia toward a type of fruit which we shall next find best represented in the orange. All these fruits, the free pods of evodia, the false key of ptelea, the partly fused pods of choisya, the orange, are but variations of the same theme, and we need not be surprised in finding "finger lemons," so called, which depart from the usual lemon type of fruit to suggest choisya.

Ptelea trifoliata is not rare in cultivation, but its horticultural merits are certainly not great. The buds of ptelea are almost the exact counterpart of those of phellodendron, but they are borne alternate instead of opposite. The growth is here much more delicate than in phellodendron, because ptelea is a shrub or a very small tree. The bark is dark brown and sparingly warty, and the hairs on the bud are light of color. The bruised wood has a rank odor which is even less pleasing than that of phellodendron and evodia.

Strongly scented are also the prickly ashes (zanthoxylum), which may be very unlike each other in their winter habit. If, for example, we take the thorny *Zanthoxylum simulans* (Fig. 3,a), we have before us

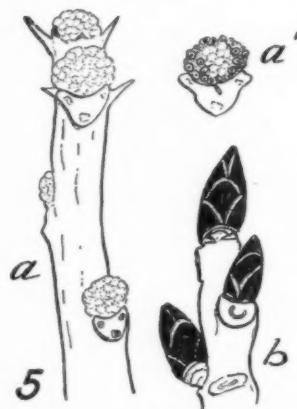


Figure 5.—a, Twig of *Zanthoxylum americanum*; a¹, rejuvenated bud of the same; b, *Orica japonica*.

something which we can all too easily identify at a glance as the common locust tree (robinia). This misidentification will readily be corrected if we notice that in the locust tree (Fig. 3,b) the bud lies hidden right underneath the leaf scar, which it breaks open to come out, while the bud of the prickly ash is located in a different position and is borne free above a horseshoe-shaped leaf scar. Moreover, the odor of bruised fresh wood of robinia is wholly unlike the rank scent of *Zanthoxylum*.

Another Asiatic prickly ash is *Zanthoxylum schinifolium*. The bud has here (Fig. 4,a) two longitudinal and not very distinct scales somewhat reminiscent of *phellodendron* and *celastrus*, and it sits upon, without being enclosed within, a heart-shaped leaf scar. The growth is rather sparingly prickly, but, peculiarly, the thorns no longer stand watch in pairs by the bud. Some indeed may be near it, but others freely appear alongside the stem. These thorns keep on growing, ultimately establishing large pointed knobs all over the mature growth, which is characteristic of a great many species of the prickly ash. The repetitiousness of the works of nature is well illustrated by the fact that while *Zanthoxylum simulans* and *robinia* have thorns of the same nature and borne in the same position, so is *Zanthoxylum schinifolium* fairly well matched by the eastern *Acacia pennata*, which wears prickles nearly all over the stem. Here again we have parallelism, two plants of the rue family being met more than halfway by two of the pea family. Creation, alas, cannot be studied piecemeal.

A third prickly ash, and this time a good native, *Zanthoxylum americanum*, wears small but stiff spines in the manner of *Zanthoxylum simulans*, with a good many scars unarmed altogether. This shrub or small tree is best characterized by the presence of fairly large outgrowths of irregular pattern with short reddish hairs (Fig. 5,a) borne just above the leaf scar. These outgrowths are in reality clusters of flower buds free from bud scales and ready to come out without further delay at springtime. They may regenerate, in which case (Fig. 5,a¹) we observe scars of fallen fruits all around a new core. This species bears male and female flowers on separate plants, and its odd buds—incredible but true—find a tolerably good match in certain cacti.

Oriza japonica resembles in nothing the rutaceae I have so far described. It wears buds of a conventional pattern (Fig. 5,b), which have dark purplish scales with a sharply

contrasting yellowish to whitish margin. The bark is grayish-green and when bruised has the usual odor of the family. The fruits last sometimes well into the winter and are of the pod type of *evodia*, but definitely larger.

Poncirus trifoliata is identified with ease. The new growth is green throughout and tapers to form long spines (Fig. 4,b) with leaf scars below. The buds are greenish, round, small and hoisted, as it were, upon the base of the spines.

Much has been written about the nature of these spines, whether they are "branch" or "leaf." I shall say nothing much on this subject, for I call tell pretty well what is branch and what is leaf in an oak, but I am not quite so good in handling definitions of limit-structures which are



Convention Itinerants.

neither fish nor fowl. The spines of *poncirus* fall in this category, and to discuss them intelligently we should argue at leisure the origin of the leaf, which would be rather too long for this article, and other articles as well. I shall merely remark that were a second spine to grow by the side of the one already in existence in *poncirus* (Fig. 5,b; b¹ in outline), we should have under the eyes precisely the setup which dominates in *Zanthoxylum simulans*. This remark is all the more pertinent in that this prickly ash happens sometimes to wear but one spine by the leaf scar. After all, when we speak of stipular spines and the like, we use words which are not perfectly clear in our own understanding, and we still have much to learn as to what is "branch" and what is "leaf."

CONVENTION ITINERANTS.

The trio pictured on this page may have been seen more than once this month in a similar pose, as they reg-

istered at one or another of the state nurserymen's conventions. So frequent is their appearance that it may be redundant to indicate that from left to right they are Richard P. White, executive secretary; Arthur H. Hill, president of the American Association of Nurserymen, and William J. Smart, sometimes called the transportation secretary of the group. Here they are seen in the act of registering at the meeting of the Minnesota State Nurserymen's Association, where some excellent photographs of visitors were made by Kimball D. Andrews, among them this one.

HORTICULTURAL INDUSTRY FOREIGN TRADE ADVISERS.

The United States Department of Agriculture has named forty-two representatives of growers and handlers to the newly organized horticultural industry advisory committee on foreign trade, which will counsel and cooperate with the government in the development of programs to promote a desirable pattern of foreign trade in fruits and vegetables. The first meeting of the committee is scheduled to be held at Washington, D. C., January 28 to 31.

USDA officials explained that the revival of foreign trade in fruits and vegetables was an important part of reconversion for the horticultural industry and that the department desires the advice and suggestions of the industry in the solution of import and export problems.

The committee consists of growers and handlers from the apple, citrus, pear, table grape, stone fruit, dried fruit, tree nut, vegetable and potato segments of the horticultural industry. If necessary, representatives from other segments of the industry may be selected. The committee is so organized that the entire group may be convened to advise with government officials on problems common to all segments of the industry, or the committeemen from individual commodities may be called together to consider problems affecting only their particular commodities.

The first meeting will discuss such topics common to the industry as the world fruit and vegetable supply and demand situation, USDA commitments concerning the support of agricultural crops and factors affecting exports. All these topics are basic to the development of a sound foreign trade program.

JENSEN'S NURSERY, formerly at Brigham City, Utah, is now located at Ogden, Utah.

Letters from Readers

JERSEY GIANT HEMLOCK.

The item on giant hemlocks in the *American Nurseryman* of November 15 interested me, as I presume it did all nurserymen and tree men generally. I predict that article will be the means of bringing to light records of a hemlock or hemlocks larger than the Great Smoky National park tree which measures seventeen feet and five inches in circumference. There must be a few virgin hemlocks in the state of Maine larger and older than the tree in question. The woodsmen and guides around Moosehead lake, Maine, speak with reverence of these primeval trees. In the case of white pines of great age, they call them "punkin pine" and insist that they are a different species than the second growth white pine of today.

There is a very large hemlock, *Tsuga canadensis*, at Ralston, N. J. It is located on the east bank of the upper north branch of the Raritan river, just below the confluence of Burnett and Indian brooks. This tree measures ten feet in circumference, which is a little better than three feet in diameter. It is well over 100 feet tall and full branched to within ten feet of the ground. I estimate the age of this tree at about 150 years.

Ralston has another claim to fame, the oldest post office building in the U. S. A. (That is, the oldest building in which a post office has been housed from 1896 to 1941—fifty years.) In 1941 the office was moved because of the dilapidated condition of the old building, which was built in 1870. Local residents and individuals interested in early American buildings contributed \$2,500 which was used to acquire the property and restore the building.

It will interest nurserymen to know that a red oak, *Quercus rubra*, three

and one-half feet in diameter, about the age of the building, which had been felled five years previously, was taken to a local saw mill and cut into siding five-eighths inch thick and eight inches wide to duplicate exactly the original oak siding, which had weathered and curled. The picture herewith shows the building before restoration. Restoration was very accurately carried out under the direction of William W. Cordingly, an architect and an authority on early American buildings. The Ralston Historical Association has organized as trustees of the property. Anyone who reads this and wishes to make a contribution to the maintenance of this fine old building may do so by addressing Ralston Historical Association, George Jennings, Treas., Ralston, N. J.

George Jennings.

OPTION PURCHASE PLAN.

Our option plan for wholesale purchasers of strawberry plants may be worth passing on to other growers.

Very often, in trying to anticipate consumer demand, retail nurseries order more strawberry plants than they can sell at regular prices. The result is either sales at reduced prices for plants that have stood around too long to be of any value, or a complete loss on the extra plants.

We are offering wholesale purchasers the opportunity to take an option on up to one-fourth the number of plants that they purchase in the regular way. The option applies to field-run plants, costs 15 cents per hundred plants and expires April 30.

If the retailer needs the plants, the option costs him nothing; if he does not need them, he saves \$1.10 per hundred. If the demand at planting time is good, the options are taken:

if not, the plants are left in the field to produce a crop of fruit. The option pays for growing the plants.

There is also the advantage of having the digging and shipping season extended. All the orders are not for early spring; the options come later. Also, this plan makes it possible for us to supply retailers with fresh plants for late season sales.

I believe this is a way of reducing the likelihood of a situation arising with strawberries similar to that now existing with eggs and pork, where producer prices have dropped sharply even though consumer prices have changed little or not at all.

Arthur Loneragan,
Loneragan's Nursery.

PLANT SHAPES.

The September-October issue of the bulletin of popular information of the Morton Arboretum, Lisle, Ill., just received, carries a useful list of trees and shrubs for the region classified according to form or contour and further subdivided into groups based on average heights. The trees and shrubs are classified as vase or fountain-shaped, oval, round, pyramidal, columnar, horizontal, weeping or drooping, procumbent or prostrate. The 17-page table includes both common and botanical names, with information on twig texture, foliage texture, special features, soil preference and exposure.

Too often the size and shape of a tree or shrub are given less consideration than its foliage, flowers or fruit, whereas for landscape purposes the former characteristics are the more important.

PHONY PEACH QUARANTINE.

Missouri recently revised its phony peach quarantine, which regulates the movement of all "peach and nectarine roots or peach and nectarine trees with roots, or any kind of trees grafted on peach or nectarine roots," from the entire states of Alabama, Florida and Georgia and from selected counties in Arkansas, Louisiana, Mississippi, Missouri, South Carolina, Tennessee and Texas.

Shipments from the regulated area can move into Missouri only when accompanied by a valid certificate issued only on condition that the nursery and its environs within a mile were inspected, and all trees infected with phony peach removed and burned prior to June 30 preceding shipment. If phony peach is found in any block of stock or adjacent thereto, none of the stock can be certified.



Oldest Post Office Building in the United States.

Beginning in the Nursery Business

IV. MAIL-ORDER NURSERIES (Continued)

By John J. Pinney

The mail-order nursery business involves much detailed office work. This can be held to a minimum by planning the procedure carefully. Consider all the things that must be done to an order from the time it is received in your office until it has been filled. Outline the simplest and most logical procedure, and instruct your office workers to follow this in handling the orders. This will make for efficiency and accuracy.

Your work will be greatly simplified if you will send order blanks to your customers when you mail their catalogs. Of course, a lot of folks will not use them, but most buyers will. On these order blanks provide spaces for all the information essential to the efficient handling of the order—date, name, address, shipping station if different from post office, amount and form of money enclosed, quantity and varieties wanted, sizes, colors and prices. Send an envelope, too, with your name and address printed on it in large, clear type and provide a space for the customer's return address. If you receive much mail other than mail order, a return envelope of a distinctive color or design will make it easier to separate mail orders from other mail.

A comparatively recent improvement in order blanks is the printing on the blank of all items in the catalog so that all the customer has to do is to write in the quantity wanted. If a large assortment is offered in the catalog this may not be practical. Anything you can do to make it easier for the customer to order is good practice.

Unless they are to be shipped at once, acknowledge all orders promptly. That order is mighty important to your customer; he wants to know if you have received it and when it will be shipped. Thank him for it, too, and tell him how glad you are to have the opportunity to serve him. Make him feel that you are really grateful for the business. It costs so little to be courteous, yet pays such big dividends. We find that the firms we like most to do business with usually are the ones that are always pleased to get our orders no matter how small they may be.

Often times, especially toward the end of a season when you run out of some varieties, you will be tempted

Supplementing general pamphlets issued by governmental agencies and colleges instructing returned war veterans on opportunities and problems in starting their own business enterprises, this series of articles deals particularly with the nursery field. The various methods of sales operation are treated in separate articles.

While directed primarily to the returned veterans seeking to establish themselves in this business, the articles will be useful to others of limited experience.

Reprints will be made available for distribution to your sons or employees in service, or to others who might benefit. Just send names and addresses if you wish the articles mailed direct as they appear, or write the editor the number of reprints you would like for your own use. There is no charge—this service is contributed by the magazine in the veterans' behalf.

to substitute other varieties to complete the order. Our advice is, do not do it without the customer's permission. Some nurseries provide a space on the order blanks for the customer to answer the question, "If a variety is not available may we substitute one of equal or better value?"

When the customer is entitled to a refund on account of overpayment or because you cannot fill the order complete, send it to him promptly with a letter or form explaining why. It is good sales practice to suggest that perhaps he would like to use the refund check to buy additional stock. Often a customer fails to send enough money. Explain this to him and request him courteously to send the balance. Usually it does not pay to hold up shipment of an order pending payment of a balance due, especially if the amount is small. The vast majority of your customers are honest, and they will be appreciative of your confidence in them. Withholding shipment until a small balance is paid may cost you a good customer.

Keep a daily record of your sales to avoid the risk of overselling. This process of recording sales is known in the trade as "collating" and the records are "collates." Failure to keep these sales records inevitably leads to trouble. Usually you are surprised to discover that your stock of certain popular items is exhausted. By that time it may be either too late or impossible to replenish your supply. Your customers will not only be disappointed, but disgruntled, and you will have to refund a lot of money that you figured was a part of your net income.

Recording daily sales need not and should not be a complicated process. If your assortment is not too large you can provide a place for every item on one or two large sheets. As these sheets fill up, transfer the totals to another sheet that shows only the cumulative totals, or the total sales to date. You should compare the total sales frequently with your record of stock reserved. When your supply of any item is exhausted you can stop taking orders for it unless you know where you can get more at a price that will leave you a fair profit. These records will also show you when the sales of any varieties are lagging. Then you will have a chance to protect yourself by making an effort to sell the surplus in other ways.

Some mail-order nurseries fill orders direct from the original order without recopying. It is doubtful if this is a good practice. Anyone who has seen large numbers of mail orders as they come from the customers knows how illegible and inaccurate they often are. It is better to copy the orders onto specially prepared forms. This work can be made easier by having all varieties and grades printed on the form as well as places provided for essential information such as name, address, order number and manner of shipment. This printed form can be sent to the customer with the order serving as a sort of invoice.

Pack your orders carefully. Sphagnum moss, peat moss, shingle tow, fine excelsior, planer shavings or a mixture of any two or more of these are all used for packing nursery stock. Use waterproof paper around the roots to preserve the moisture in the packing material. Wrap the entire package in a stout kraft paper and tie with strong cord. A neat package makes a good impression on the customer.

Every customer should be provided with planting instructions. The average planter knows little about planting and care of trees, shrubs and plants. The more completely informed he becomes on the subject, the better results he will have with your nursery stock. Carefully written and illustrated booklets of planting instructions are available out of stock from several publishing firms. The planting instructions can be sent at

the time you acknowledge the order or you can send them with the nursery stock.

Mail-order nurserymen, like all other nurserymen, must be licensed to do business. Every state provides a licensing bureau, usually a part of the state department of agriculture or of the state agricultural college. If you grow your own nursery stock it must be inspected. If it is given a clean bill of health, you will be issued a certificate of inspection. To those nurserymen who buy all of their stock, a dealer's certificate is issued. Usually a small fee is charged for the inspection service or the issue of a dealer's certificate. A copy of your certificate or license must appear on every package of stock you send out. If you do an interstate business you must file a copy of your certificate or license with the inspection bureaus of most of the states. Only two states now require the use of special tags on shipments from out of the state, Florida and New Mexico. Reciprocity is practiced between most of the states.

You are bound to receive some complaints. Give them prompt and courteous attention. A few of your customers will try to take advantage of you, but the number is so small as to be almost negligible. A courteous letter from you expressing regret and showing a genuine interest in the matter will more often than not dispel the customer's anger. Above all, do not refer to your "policy." A customer is not interested in it; he wants to know specifically what you are going to do for him.

Sometimes it will be to your best interest to forget all about the terms of your guarantee and go all the way in making free replacements. This is especially true if the customer involved is one of long standing. When you make a replacement under such circumstances, do it graciously. Conceal from the customer any feeling of resentment you may feel. He does not have to buy from you. Often it is cheaper to keep an old customer than it is to go out and get another. An official of a mail-order nursery with many years' experience in handling complaints has found that if an adjustment is made that is satisfactory to the customer, the customer will usually place another order to go with the stock to be replaced.

A good practice to follow in making adjustments is to outline the entire transaction, pointing out that the stock was in good condition and carefully packed when it left your hands and that you had no control over it after that. Every customer thinks

he gives the stock the best attention, or at least most of them say so, but of course we know that is not true. When a case is presented to him impartially he will see your side, too; then he will be conditioned for your next move. Ask him frankly what he thinks would be a fair adjustment under the circumstances. If you have never tried this, you are due for some pleasant surprises because it usually works out in a very satisfactory manner.

A satisfied customer is your best advertisement.

S. H. WHITEHORN.

Sid Whitehorn, owner and operator of the Sierra Nursery, Fresno, has one of the attractive small nurs-



S. H. Whitehorn.

eries in the state. He has an ideal location in a better residential section of the city, which is still growing. He thus has new plantings all of the time and much replanting and renovation work from his old customers. The lot is 100x135 feet and well stocked with all kinds of ornamentals, all in good shape and well cared for. The store, which is well stocked with supplies of one kind or another, is roomy and well arranged for self-service. The Whitehorn nursery does no growing and is strictly a cash-and-carry retail nursery. Landscape design work is done on order and for a fee. The work is turned over to men who specialize in such work at no charge to either the customer or the operator. Lawn care, pruning and similar work are handled the same way.

S. H. Whitehorn was born in England in 1891 and educated in public and private schools there. He came

to this country in 1914 and served during the first World War in the Canadian army as regimental sergeant major of engineers until 1919.

He entered the retail nursery business at Fresno in February, 1939. He gives personal supervision to the landscape department. The cash-and-carry nursery operates an annex selling a full line of seeds, fertilizers, insecticides and other garden supplies. A member of his local, state and national associations, he has three times been president of the San Joaquin Valley Association of Nurserymen and in September, 1945, was reelected to his fourth term as director. He is a fellow of the Royal Horticultural Society, London, England.

W. O. FILLEY RETIRES.

Walter O. Filley, chief forester at the Connecticut agricultural experiment station for thirty-four years, retired January 1.

His duties at the station included supervision of forest surveys, studies in forest management, control programs for blister rust, pine shoot moth and Dutch elm disease, work with wood preservation and utilization, and many other projects.

He was long an active member of the state park and forest commission, which was established in 1913. For twenty years he served as treasurer of the commission, and for several years subsequently as secretary.

BAILIE BUYS FRUITLAND.

The Fruitland Nurseries, Augusta, Ga., which was a partnership composed of James G. Bailie and Mrs. Thomas J. Gwin, has been dissolved, Mrs. Gwin retiring and James G. Bailie buying her interest.

The nursery was established in 1856 by P. J. Berckmans and has been in continuous operation ever since. There will be no change in the managing of the business, as James G. Bailie has been the manager ever since the business was bought from the Berckmans.

The nursery is composed of 250 acres, four greenhouses and many lath frames. The specialty is growing camellias and azaleas.

VICTOR TULLIS and Dean Gibby, who operated the Aleve Gardens at Ogden, Utah, no longer are together. Mr. Gibby has moved to a new location. Mr. Tullis, at the original location, R. F. D. 4, is conducting business as the V. Tullis Nursery, and Mr. Gibby is operating as the Aleve Gardens.

SURPLUS LIST — SPRING 1946

THE COLE NURSERY COMPANY, Painesville, Ohio

We have the following material in surplus, much of which is in our storage for immediate shipment. We contemplate having a sufficient labor force to get any material that is in the field dug in good shape in the spring. We invite your inquiry and will be glad to furnish quotations. We would also be glad to send you our wholesale catalog which will be out sometime in late January or early February.

100 *Acer dasycarpum*, 5 to 8 ft.
150 8 to 10 ft.
100 1 1/2 to 1 3/4 ins.
150 1 1/2 to 2 ins.
800 *Acer platanoides*, 8 to 8 ft.
1000 8 to 10 ft.
500 1 1/2 to 1 3/4 ins.
500 1 1/2 to 1 3/4 ins.
100 *Acer platanoides columnare*, 1 1/4 to 1 1/2 ins.
50 1 1/2 to 2 ins.
200 *Acer rubrum*, 6 to 8 ft.
150 8 to 10 ft.
75 1 1/2 to 1 3/4 ins.
200 1 1/2 to 1 3/4 ins.
2000 *Acer saccharum*, 5 to 6 ft.
500 6 to 8 ft.
300 8 to 10 ft.
90 *Alnus incana*, 6 to 8 ft.
120 *Alnus incana*, 8 to 10 ft.
75 *Carpinus betulus*, 4 to 5 ft.
150 5 to 6 ft.
80 *Carpinus caroliniana*, 6 to 8 ft.
60 *Carpinus caroliniana*, 8 to 10 ft.
100 *Celtis occidentalis*, 5 to 6 ft.
200 *Celtis occidentalis*, 6 to 8 ft.
150 *Cercis canadensis*, 6 to 8 ft., heavy.
100 *Cercis canadensis*, 8 to 10 ft., heavy.
150 *Cornus florida*, 5 to 6 ft.
400 5 to 8 ft.
300 *Crataegus calpodendron*, 3 to 4 ft.
300 *Crataegus calpodendron*, 4 to 5 ft.
100 *Crataegus coccinoides*, 3 to 4 ft.
50 *Crataegus coccinoides*, 4 to 5 ft.
200 *Crataegus mollis*, 3 to 4 ft.
100 4 to 5 ft.
100 5 to 6 ft.
75 *Crataegus oxyacantha*, 4 to 5 ft.
100 5 to 6 ft.
150 *Crataegus cordata*, 5 to 6 ft.
225 6 to 8 ft.
200 *Fraxinus lanceolata*, 6 to 8 ft.
300 8 to 10 ft.
150 *Ginkgo biloba fastigiata*, 4 to 5 ft.
150 *Ginkgo biloba fastigiata*, 5 to 6 ft.
150 *Gleditsia triacanthos*, 5 to 6 ft.
400 6 to 8 ft.
200 *Gleditsia tria. inermis*, 5 to 6 ft.
450 6 to 8 ft.
150 *Liquidambar styraciflua*, 5 to 6 ft.
250 6 to 8 ft.
200 1 1/2 to 2 ins.
150 *Magnolia kobus*, 4 to 5 ft.
150 *Magnolia kobus*, 5 to 6 ft.
100 *Magnolia glauca*, 5 to 6 ft.
200 *Magnolia glauca*, 6 to 8 ft.
40 *Malus baccata*, 6 to 8 ft.
40 *Malus Dolgo*, 8 to 10 ft.
50 *Malus Echtermeyer*, 6 to 8 ft.
40 *Malus Gloriosa*, 8 to 10 ft.
30 *Malus Gloriosa*, 10 to 12 ft.
60 *Malus Hops*, 6 to 8 ft.
60 *Malus Hops*, 8 to 10 ft.
50 *Malus theifera*, 6 to 8 ft.
60 *Malus loensis*, 6 to 8 ft.
100 *Malus loensis*, 8 to 10 ft.
40 *Malus micromalus*, 5 to 8 ft.
40 *Malus micromalus*, 8 to 10 ft.
30 *Malus prunifolia rinki*, 5 to 8 ft.
30 *Malus prunifolia rinki*, 6 to 10 ft.
80 *Malus purpurea eleyi*, 6 to 8 ft.
40 *Malus purpurea eleyi*, 8 to 10 ft.
90 *Malus robusta fastigiata*, 6 to 8 ft.
90 *Malus robusta fastigiata*, 8 to 10 ft.
200 *Morus alba tatarica*, 6 to 8 ft.
100 8 to 10 ft.
140 *Oxydendrum arboreum*, 4 to 5 ft.
140 5 to 6 ft.
150 *Platanus occidentalis*, 6 to 8 ft.
150 *Platanus occidentalis*, 8 to 10 ft.
400 *Platanus orientalis*, 6 to 8 ft.
250 1 1/2 to 1 3/4 ins.
1000 4 to 8 ins.
500 *Populus balsamifera*, 3 to 4 ins.
50 *Populus balsamifera*, 4 to 5 ins.
125 *Populus maximowiczii*, 1 1/2 to 2 ins.
100 *Populus maximowiczii*, 2 to 2 1/2 ins.
250 *Populus nigra italica*, 1 1/2 to 2 ins.
250 2 to 2 1/2 ins.
200 2 1/2 to 3 ins.
150 *Prunus americana Newport*, 6 to 8 ft.
50 *Prunus americana Newport*, 8 to 10 ft.
100 *Prunus cer. pissardi nigra*, 6 to 8 ft.
100 *Prunus padus commutata*, 2 to 3 ft.
150 3 to 4 ft.
70 *Prunus Amanogawa*, 6 to 8 ft.
20 *Prunus Amanogawa*, 8 to 10 ft.
80 *Prunus Eugenia*, 6 to 8 ft.
70 *Prunus Eugenia*, 8 to 10 ft.
40 *Prunus Ichijo*, 6 to 8 ft.
30 *Prunus Ichijo*, 8 to 10 ft.
90 *Prunus Ojochin*, 6 to 8 ft.
90 *Prunus Ojochin*, 8 to 10 ft.
15 *Prunus Senriko*, 6 to 8 ft.
40 *Prunus Senriko*, 8 to 10 ft.
50 *Prunus Shiro-fugen*, 6 to 8 ft.

25 *Prunus Shiro-fugen*, 8 to 10 ft.
40 *Prunus Shogetsu*, 6 to 8 ft.
40 *Prunus Shogetsu*, 8 to 10 ft.
25 *Prunus sieboldii*, 6 to 8 ft.
25 *Prunus sieboldii*, 8 to 10 ft.
40 *Prunus Taki-Niol*, 6 to 8 ft.
35 *Prunus Taki-Niol*, 8 to 10 ft.
20 *Prunus Ukon*, 6 to 8 ft.
10 *Prunus Ukon*, 8 to 10 ft.
200 *Quercus bicolor*, 3 to 4 ft., tr.
200 *Quercus bicolor*, 4 to 5 ft., tr.
250 *Quercus coccinea*, 4 to 5 ft., tr.
200 *Quercus coccinea*, 5 to 6 ft., tr.
200 *Quercus lyrata*, 3 to 4 ft., tr.
150 *Quercus lyrata*, 4 to 5 ft., tr.
100 *Quercus nigra*, 3 to 4 ft., tr.
125 *Quercus nigra*, 4 to 5 ft., tr.
300 *Quercus phellos*, 3 to 4 ft., tr.
250 *Quercus phellos*, 4 to 5 ft., tr.
200 *Quercus phellos*, 5 to 6 ft., tr.
75 *Quercus prinus*, 3 to 4 ft., tr.
120 4 to 5 ft., tr.
100 *Quercus robur*, 5 to 6 ft., ad.
120 *Quercus robur*, 6 to 8 ft., ad.
100 *Quercus robur fastigiata*, 4 to 5 ft., ad.
175 5 to 6 ft., ad.
1500 *Quercus rubra*, 3 to 4 ft., ad.
1500 4 to 5 ft., ad.
1500 5 to 6 ft., ad.
150 4 to 5 ft., tr.
250 5 to 6 ft., tr.
600 6 to 8 ft., tr.
75 *Quercus velutina*, 3 to 4 ft., tr.
150 4 to 5 ft., tr.
600 *Ulmus carpinifolia*, 6 to 8 ft.
400 8 to 10 ft.
500 1 1/2 to 1 3/4 ins.
400 1 1/2 to 2 ins.

SHRUBS

150 *Acanthopanax sieboldianum*, 1 1/2 to 2 ft.
450 2 to 3 ft.
125 *Benzoin aestivale*, 4 to 5 ft.
125 5 to 6 ft.
1200 *Berberis thunbergii minor*, 1 1/2 to 2 ft.
1100 *Berberis thunbergii minor*, 2 to 2 1/2 ft.
300 *Buddleia Charming*, No. 1.
150 *Buddleia Concord*, No. 1.
700 *Buddleia Dubonnet*, No. 1.
100 *Buddleia Royal Red*, No. 1.
250 *Caragana arborea*, 3 to 4 ft.
175 *Caragana arborea*, 4 to 5 ft.
50 *Chionanthus virginicus*, 5 to 6 ft.
100 *Chionanthus virginicus*, 6 to 8 ft.
125 *Cornus spaethii*, 2 to 3 ft.
150 *Cornus spaethii*, 3 to 4 ft.
170 *Cornus mas*, 2 to 3 ft.
100 *Cornus mas*, 3 to 4 ft.
30 *Cotoneaster acutifolia*, 3 to 4 ft.
125 4 to 5 ft.
100 *Cotoneaster rogersianus*, 1 1/2 to 2 ft.
120 2 to 3 ft.
200 *Deutzia gracilis rosea*, 2 to 2 1/2 ft.
200 *Deutzia lemoinei*, 15 to 18 ins.
100 1 1/2 to 2 ft.
100 *Deutzia Pride of Rochester*, 3 to 4 ft.
100 *Deutzia Pride of Rochester*, 4 to 5 ft.
1100 *Eonymus alatus compactus*, 2 to 2 1/2 ft.
90 *Eonymus americanus*, 3 to 4 ft.
80 *Eonymus americanus*, 4 to 5 ft.
150 *Eonymus atropurpureus*, 3 to 4 ft.
75 *Eonymus atropurpureus*, 4 to 5 ft.
200 *Eonymus europaeus*, 5 to 6 ft.
150 *Eonymus europaeus*, 6 to 8 ft.
150 *Forsythia intermedia*, 2 to 3 ft.
50 *Forsythia intermedia*, 3 to 4 ft.
300 *Forsythia intermedia spectabilis*, 2 to 3 ft.
400 3 to 4 ft.
300 *Forsythia suspensa*, 2 to 3 ft.
150 *Forsythia suspensa*, 3 to 4 ft.
40 *Hamamelis japonica*, 3 to 4 ft.
100 *Hamamelis japonica*, 4 to 5 ft.
250 4 to 5 ft.
150 5 to 6 ft.
100 *Hibiscus syr. anemonaeiflorus*, 6 to 7 ft.
100 *Hibiscus syr. anemonaeiflorus*, 7 to 8 ft.
250 *Hibiscus syr. coelestis*, 4 to 5 ft.
250 *Hibiscus syr. coelestis*, 5 to 6 ft.
150 *Hibiscus syr. pur. semiplenus*, 3 to 4 ft.
125 *Hibiscus syr. pur. semiplenus*, 6 to 8 ft.
40 *Hibiscus syr. rubis*, 5 to 6 ft.
40 *Hibiscus syr. rubis*, 6 to 7 ft.
50 *Hibiscus syr. totus albus*, 5 to 6 ft.
90 6 to 7 ft.
40 *Hibiscus syr. variegatus*, 3 to 4 ft.
250 *Hibiscus syr. variegatus*, 4 to 5 ft.
400 *Hypericum arnoldianum*, 3 to 4 ft.
300 *Hypericum arnoldianum*, 4 to 5 ft.
50 *Hypericum kalmianum*, 1 1/2 to 2 ft.
250 *Hypericum kalmianum*, 2 to 3 ft.
200 *Ilex verticillata*, 3 to 4 ft.
175 *Ilex verticillata*, 4 to 5 ft.
1200 *Ligustrum obt. regelianum*, 12 to 18 ins.
700 1 1/2 to 2 ft.
250 2 to 2 1/2 ft.

150 *Lonicera bella albidia*, 4 to 5 ft.
250 5 to 6 ft.
50 *Lonicera bella atrovirens*, 3 to 4 ft.
125 4 to 5 ft.
75 5 to 6 ft.
100 *Lonicera tatarica alba*, 2 to 3 ft.
400 3 to 4 ft.
400 4 to 5 ft.
500 *Lonicera tatarica grandiflora*, 2 to 3 ft.
75 3 to 4 ft.
75 5 to 6 ft.
100 *Philadelphus Avalanche*, 5 to 6 ft.
40 *Philadelphus Avalanche*, 6 to 8 ft.
300 *Philadelphus Cole's Glor.*, 2 to 3 ft.
300 *Philadelphus Cole's Glor.*, 3 to 4 ft.
350 *Philadelphus cornarius*, 4 to 5 ft.
300 5 to 6 ft.
100 *Philadelphus cymosus Banniere*, 3 to 4 ft.
100 *Philadelphus cymosus Banniere*, 4 to 5 ft.
75 *Philadelphus cymosus Norma*, 4 to 5 ft.
65 5 to 6 ft.
250 *Philadelphus gordonianus*, 6 to 8 ft.
250 *Philadelphus grandiflorus*, 4 to 5 ft.
50 *Philadelphus grandiflorus*, 5 to 6 ft.
90 *Philadelphus lerois*, 2 to 3 ft.
25 3 to 4 ft.
50 4 to 5 ft.
50 4 to 5 ft.
100 *Photinia villosa laevis*, 5 to 6 ft.
100 *Photinia villosa laevis*, 6 to 8 ft.
100 *Physocarpus op. luteus*, 3 to 4 ft.
125 4 to 5 ft.
300 *Rhamnus cathartica*, 4 to 5 ft.
300 *Rhamnus cathartica*, 5 to 6 ft.
100 *Rhamnus davurica*, 5 to 6 ft.
500 *Rhamnus davurica*, 6 to 8 ft.
650 *Rhamnus frangula*, 5 to 6 ft.
800 *Rhamnus frangula*, 6 to 8 ft.
200 *Rhus aromatica*, 2 to 3 ft.
100 3 to 4 ft.
150 *Rhus trilobata*, 2 to 3 ft.
20 *Rhus trilobata*, 3 to 4 ft.
100 *Rosa rugosa*, 12 to 18 ins.
140 1 1/2 to 2 ft.
60 2 to 3 ft.
125 *Sambucus canadensis*, 5 to 6 ft.
80 *Sambucus nigra aurea*, 2 to 4 ft.
125 *Sambucus nigra aurea*, 4 to 5 ft.
500 *Spiraea bumalda froebeli*, 2 to 2 1/2 ft.
60 *Spiraea prunifolia plena*, 2 to 3 ft.
50 3 to 4 ft.
125 *Spiraea salicifolia*, 3 to 4 ft.
250 *Spiraea thunbergii*, 1 1/2 to 2 ft.
25 *Spiraea thunbergii*, 2 to 3 ft.
150 *Spiraea trichocarpa*, 3 to 4 ft.
200 *Spiraea trichocarpa*, 4 to 5 ft.
200 *Spiraea vanhouttei*, 1 1/2 to 2 ft.
100 *Spiraea vanhouttei*, 2 to 3 ft.
140 *Stephanandra incisa*, 1 1/2 to 2 ft.
200 *Stephanandra incisa*, 2 to 3 ft.
250 *Symphoricarpos albus*, 3 to 4 ft.
500 *Symphoricarpos albus*, 4 to 5 ft.
75 *Symphoricarpos mollis*, 3 to 4 ft.
150 *Symphoricarpos orbiculatus*, 3 to 4 ft.
100 *Symphoricarpos orbiculatus*, 4 to 5 ft.
50 *Symphoricarpos chenaultii*, 3 to 4 ft.
180 4 to 5 ft.
70 *Tamarix africana*, 2 to 3 ft.
70 *Tamarix africana*, 3 to 4 ft.
100 *Viburnum dentatum*, 1 1/2 to 2 ft.
210 2 to 3 ft.
70 3 to 4 ft.
200 4 to 5 ft.
80 *Viburnum dilatatum*, 3 to 4 ft.
90 4 to 5 ft.
60 *Viburnum lantana*, 8 to 10 ft.
90 4 to 5 ft.
150 5 to 6 ft.
125 *Viburnum lentago*, 4 to 5 ft.
175 5 to 6 ft.
650 6 to 8 ft.
50 *Viburnum molle*, 4 to 5 ft.
140 *Viburnum molle*, 5 to 6 ft.
150 *Viburnum opulus*, 4 to 5 ft.
400 5 to 6 ft.
150 *Viburnum xanthocarpum*, 2 to 3 ft.
60 *Viburnum xanthocarpum*, 3 to 4 ft.
125 *Viburnum prunifolium*, 2 to 3 ft.
135 *Viburnum prunifolium*, 3 to 4 ft.
120 *Viburnum pubescens*, 2 to 3 ft.
100 *Viburnum pubescens*, 3 to 4 ft.
100 *Viburnum tomentosum rotund.*, 3 to 4 ft.
25 *Viburnum tomentosum rotund.*, 4 to 5 ft.
200 *Viburnum trilobum*, 3 to 4 ft.
500 4 to 5 ft.

VINES

700 *Celastrus orbiculata*, 2-yr.
700 *Celastrus scandens*, 2-yr.
2000 *Lycium chinense*, 2-yr.
2000 *Parthenocissus quinquefolia*, 2-yr.
1000 *Polygonum aubertii*, 2-yr.
200 *Wistaria magnifica*, 3-yr.

SMALL FRUITS

10,000 Raspberry New Logan, No. 1 tps
2000 Grape Niagara, 2-yr., No. 1.

Labeling Nursery Stock

By M. B. Cummings

From where I sit and from what I have seen in contact with nurserymen for a quarter century, there are only a few things more important than a good system of labeling stock in the nursery. If the plants are good they deserve a good label which is pleasing to the prospective customer and satisfying to the nurseryman. A good label is an asset.

Visitors are numerous, often important, and it is desirable that they get a pleasing impression; the most important one may be that of neatness and accuracy of names, for these inspire confidence. Correct labels tell a customer what he wants to know as he sees the plants and notes how they grow. Clear, clean legends are a good advertisement at small expense.

First of all, it is well to head the label with the common and variety name of the plant, as most people want only that name. But it is often highly desirable to use the scientific name underneath and in smaller letters, to give definiteness and precision. Often there is no common name; hence the scientific one must be used. Labels need not be large or glaring in bright colors; subdued is better, for the legend is not more important than the plant. Simple common names, neat and clear, are all that is needed. If there are two trade names, use the latest or most modern one.

Quite recently several new types of labels have become available. One of these is the celluloid sheet which can be cut into desired sizes; after lettering, the labels can be fitted into a slit at the top of an upright or stake or tacked on. These labels are neat, but are somewhat lacking

in durability, especially the lettering on them. These are shown in the illustration.

The so-called perfect garden label, made of indestructible material and gray-green in color, with a Duco-like finish which can be written on with lead pencil, is good. This type of label comes in different sizes.

There are also waterproof garden labels made of rustproof iron, finished in any desired color of baked enamel. Then, too, there are the narrow celluloid tags punctured for wire fasteners. Simplex green labels are also available, as are aluminum with machine-impressed letters, which are not visible at a distance. Duralin is good.

Wooden tags that are strung with copper wire are convenient and satisfactory for shipping stock. If smooth on one side and painted white, they will do, but are not very attractive. They are economical. Cypress labels are more durable than most other wooden ones. The old-type zinc labels of the homemade kind, cut to a taper point with the sharp end wound around the branch, is outmoded, even though economical and convenient. These are simply labels and nothing more. Their merit is limited to recording the name of plants.

One has his choice and displays his preference. But in doing so it is well to be reminded of the purpose of a label, which is much more than merely to identify a plant. In the nursery where sales are made, a good impression is desired; good advertising is also a purpose to be fulfilled. A neat, attractive label that is not too conspicuous may help the prospective customer to make a purchase,

feeling confident that much care is being taken to serve him in every way. For he wants the correct name, and if the plant is on a level with the label, he will be well served.

Several kinds of pencils for lettering the legends on the labels are available. Those that are weather-proof and nearly, if not wholly, indelible to water are much to be preferred, for they are more durable. The Evermark is one of the newer kinds of pencil and is excellent for writing on wood. Perma-Marker is good, as is also Eberhard-Faber. The Carpenter's Union, a flattened type with a wide lead, is liked by some, and the electric copying pencil has its merits. A few nurserymen prefer indelible ink used with an artist's small brush. A medium hard lead pencil on soft wood, if the surface is smooth or painted, is good. For stakes or large labels a black paint or Japalac works well. Black letters on a white background are neat, but not too conspicuous, and are easy to read. In general, a glazed surface shortens the life of the letters, for they warp and peel off in a single year. Trials with different ways of legending will soon show the best method in a given case. So it is well to experiment a little outdoors before deciding on a special way.

In a word, labels are for information, for record and for advertising. They also inspire confidence. A good system of nursery labeling is an asset worthy of careful thought and active consideration. It is often possible to make improvements. Wintertime offers an opportunity to try something new or different.

PATENT ON WEED KILLER.

Patent 2,390,041 has been granted to Franklin D. Jones, Upper Darby, Pa., on a class of toxic agents held to kill weeds all the way to their roots. The patent covers various solutions and dusts. The inventor claims they will kill virtually any of the noxious weeds, including poison ivy, poison oak, French weed, Japanese honeysuckle and wild garlic. He says the patented toxic agents get into the conducting tissues of weeds and go right through to the terminals of their root systems. Franklin D. Jones is manager of the horticultural department of the American Chemical Paint Co., Ambler, Pa.



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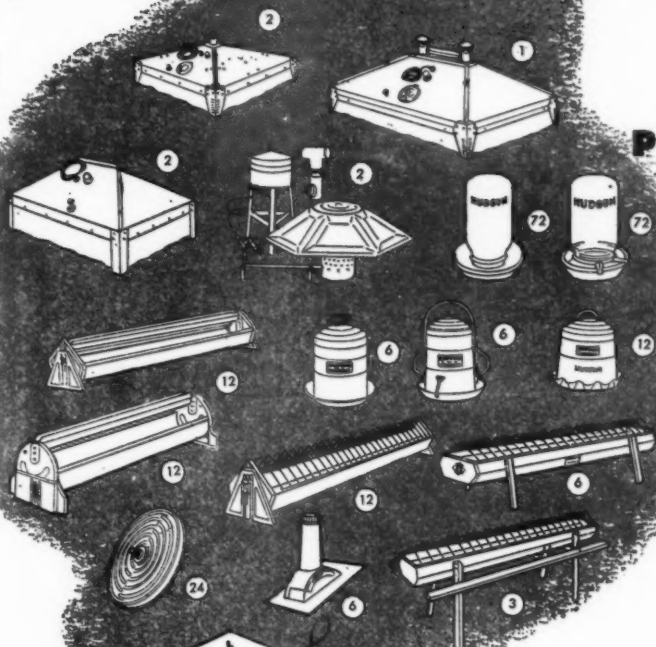
Here is Hudson's plan to help you pocket extra profits now—while building for a more profitable future. It's the Hudson "Basic Inventory" Plan, which makes it practical to reduce the number of patterns you stock and still meet 90% of your customers' needs.

With this plan, every sprayer and duster, every piece of Poultry Equipment you carry, is a proved, fast-seller. That's especially important now when dealers may be tempted to stock "anything that comes along" to meet the big consumer demand—only to wind up later with losses on slow-movers at close-out prices.

What's more, Hudson's "Basic Inventory" Plan reduces your investment and improves your cash position. It provides valuable floor and shelf space you can use for other merchandise.

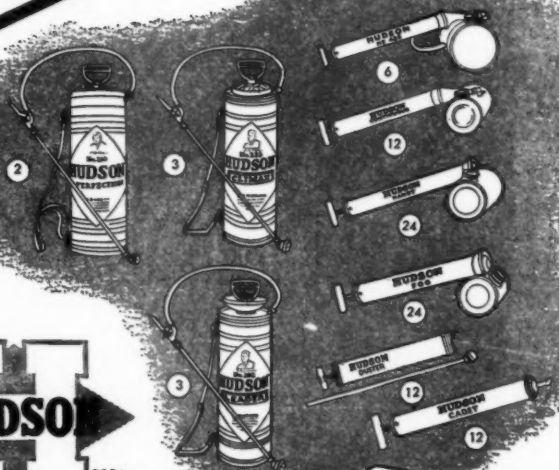
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Coming Events

MEETING CALENDAR.

For the benefit of state association officers who wish to set the time of midwinter meetings with the minimum of conflict, the following list is given of meeting dates already made known. Secretaries of other associations are invited to notify the editor of further meeting dates as they are set.

January 15 and 16, National Landscape Nurserymen's Association, Hotel La Salle, Chicago.

January 15 to 17, Illinois State Nurserymen's Association, Hotel La Salle, Chicago.

January 17, board of governors' meeting, A. A. N., Hotel La Salle, Chicago.

January 21 and 22, New England Nurserymen's Association, Hotel Statler, Boston, Mass.

January 21 to 23, short course for arborists, landscape gardeners and nurserymen, Ohio State University, Columbus.

January 23, New Jersey Association of Nurserymen, War Memorial building, Trenton.

January 24 and 25, Ohio Nurserymen's Association, Neil House, Columbus.

January 25 and 26, New York State Nurserymen's Association, New York.

January 30, Oregon Association of Nurserymen, Heathman hotel, Portland.

January 30, Connecticut Nurserymen's Association, Waverley Inn, Cheshire.

January 31 and February 1, Michigan Association of Nurserymen, Fort Shelby hotel, Detroit.

February 5 and 6, Kentucky Nurserymen's Association, Lafayette hotel, Lexington.

February 6, West Virginia Nurserymen's Association.

February 6 and 7, Virginia Nurserymen's Association, John Marshall hotel, Richmond.

February 7 and 8, Tennessee State Nurserymen's Association, Hotel Hermitage, Nashville.

February 19 and 20, Pennsylvania Nurserymen's Association, Bellevue-Stratford hotel, Philadelphia.

NEW JERSEY PROGRAM.

The New Jersey Association of Nurserymen will hold its annual meeting, January 23, at the War Memorial building, Trenton.

C. Russell Jacobus, president of the association, will open the morning session at 10 o'clock with reports by officers and committees. Two members, William Hallicy, Clifton, and Kurt Meyer, Hackettstown, will tell of nurserymen's experiences in the south Pacific. Dr. R. P. White, A. A. N. executive secretary, Washington, D. C., will talk on "Postwar Activities of the A. A. N."

William Hallicy, first vice-president, will preside at the afternoon session, which will open at 1215 p. m. with a luncheon at Weinmann's grill. "Net Income—for Whom?" is to be discussed by

Wheeler McMillen, editor of the Farm Journal, Philadelphia, Pa. J. K. Horner, Babson Institute of Business Administration, Babson Park, Mass., will talk on "Postwar Economic Problems Confronting Business."

"A State-wide Home Beautification Contest for 4-H Club Members" will be discussed by R. B. Farnham, New Brunswick. The meeting will close with the election of officers.

PLAN OREGON PROGRAM.

The Oregon Association of Nurserymen will hold its winter meeting at the Heathman hotel, Portland, January 30. A program of interest to nurserymen, landscape gardeners, florists and bulb growers has been planned, in addition to the business meeting.

Arthur S. King, extension specialist, Oregon State College, will speak on "Fertilizers and Cover Crops." Paul E. Doty will give a report of the meeting of the A. A. N. board of governors at Chicago earlier in the month.

"Business after the War" will be the topic of a talk by R. Ambrose, vice-president of the Portland Woolen Mills. Chester Otis, assistant specialist for farm crops, Oregon State College, will speak on "Weed Control."

Paul E. Doty will serve as toastmaster at the banquet to be held at 7 p. m. Ernest Haycox will be the speaker.

Officers of the Oregon association are: President, Max Horand, of Parkrose Nursery, Portland; vice-president, Frank A. Doerfler, of F. A. Doerfler & Sons, Salem; secretary, Mrs. Julia Hausch, of Roseway Nurseries, Portland; treasurer, Fred J. Borsch, Maplewood.

OHIO PROGRAM.

The program for the annual business meeting of the Ohio Nurserymen's Association, to be held at the Neil House, Columbus, January 24 and 25, has been announced by Secretary John D. Siebenthaler.

Besides the transaction of association business and a program of outstanding speakers, the event will include the fourteenth annual "Ye Olde Time Dinner" in the Junior ballroom of the Neil House, at 7 p. m., January 24, when the members will wear jeans and sunbonnets.

Registration will begin in the

morning of January 24, with Roger Champion again in charge of the distribution of tickets at the entrance of the meeting room. The program in detail follows:

JANUARY 24, 10 A.M.

Report of secretary-treasurer, by John Siebenthaler.

Reports of committees: Executive, by G. Walter Burwell; local, by Howard Warwick; legislative, by C. O. Siebenthaler; taxus herbarium, by Dr. L. C. Chadwick.

Introduction of new members.

"In Memorium."

Appointment of auditing and nominating committees.

Address of welcome, by Hon. James H. Rhodes, mayor of city of Columbus.

Response, by Harry L. Day, Fremont.

"Handy Tools and Laborsaving Devices," by Harvey Bicknell, Bicknell Horticultural Service, Chagrin Falls.

JANUARY 24, NOON.

Luncheon, Ohio chapter of American Association of Nurserymen.

Discussion of current topics, by Richard P. White, executive secretary, A.A.N.

Selection of delegates to national convention. Election of officers.

JANUARY 24, 2 P.M.

"Ohio's New Parks Program," by Don Strouse, conservation writer for Scripps-Howard newspapers, Columbus.

"Up-to-date Status of Government Regulations and Future Outlook of Nursery Industry," by Richard P. White, executive secretary, A.A.N.

JANUARY 25, 10 A.M.

Report of nominating committee and election of officers for 1946.

"Cooperative Advertising for Nurserymen," by Luke C. May, Lexington Nurseries, Lexington, Mass.

"Educational Training for Nurserymen and Nursery Employees," by Alex Laurie, Ohio State University.

JANUARY 25, 2 P.M.

"Review of Experiments with Use of DDT in Control of Nursery Pests." Round-table discussion, questions and answers.

"What Recent Chemical Developments Have Produced in Weed Control," by Dr. L. C. Chadwick, Ohio State University.

Unfinished business.

Report of auditing committee.

Appointment of committees for 1946.

New business.

JOINT MEETING AT NEW YORK CITY.

One of the big meetings of this month is expected to be the combined gathering of members of the National Landscape Nurserymen's Association in A. A. N. region 1 and the New York State Nurserymen's Association, to be held January 24 to 26 at the Hotel Pennsylvania, New York city.

This first regional meeting of the National Landscape Nurserymen's Association will afford an opportunity to eastern nurserymen to become better acquainted with the organization.

Members of A. A. N. region 1 will nominate a representative on the

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Euonymus Coloratus, 2-yr.

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A. A. N. executive committee at this meeting and discuss the pending public relations program.

The New York State Nurserymen's Association, which includes the Western New York, Allied and Long Island associations, invites all visitors to attend its annual gathering, which will be featured by distinguished speakers on lively topics.

After a business meeting of the National Landscape Nurserymen's Association at 10 a. m., January 24, an illustrated address on "Desirable Trees and Shrubs for Landscape Use" will be presented by William Judd, of the Arnold Arboretum, one of the nation's foremost plantsmen. Luncheon will follow, under the auspices of N. L. N. A.

At 1:30 p. m. members of the eastern region of the American Association of Nurserymen will hold a business meeting.

At 3 p. m. the National Landscape Nurserymen's Association will resume its meeting, when Donald D. Wyman, president, will speak on the national sales yard planning competition. A display of the forty-five plans entered in this competition will be featured during the meeting, after having been judged at Chicago the preceding week. Richardson Wright, editor of House and Garden and a

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VICTORIA RHUBARB (Whole Roots)		Per 100	Per 1000
3/8 to 1/2-in. cal.		\$ 2.75	\$25.00
1/2 to 3/4-in. cal.		3.75	35.00
3/4 to 1-in. cal.		4.50	40.00
1 to 1 1/4-in. cal.		6.50	50.00
1 1/4-in. cal. and up, clumps.		10.00

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Maliner Kren, 4-in. cuttings	1.25	10.00
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BLACKBERRIES, 1-year-old Root Cutting Plants

	No. 1		No. 2	
	Per 100	Per 1000	Per 100	Per 1000
Eldorado	\$4.00	\$35.00	\$3.00	\$25.00
Alfred	4.00	35.00	3.00	25.00

RED RASPBERRIES

	1-yr., No. 1		1-yr., No. 2	
	Per 100	Per 1000	Per 100	Per 1000
St. Regis	5.50	50.00	4.00	35.00

STRAWBERRIES—Spring Delivery.

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nationally known writer on garden topics, will speak on "Landscaping the New Home."

In the evening the New York State Nurserymen's Association will hold a dinner, followed by entertainment. The guest speaker will be Dr. Hung Ti Chu, head of the information and reference department of the news service of the Chinese government.

January 25, the annual meeting of the New York State Nurserymen's Association will be opened at 10 a. m. by H. C. Taylor, president, who will present an official message following the secretary-treasurer's report by A. M. S. Pridham. Committee reports will be presented as follows: Research advisory, by R. L. Holmes, Newark; educational advisory, by P. J. van Melle, Poughkeepsie; group insurance, by D. C. Brown, Rochester; membership, by H. W. Maloney, Dansville; ethics and standards, by Leslie MacRobbie, East Patchogue; Carl E. Ladd scholarship fund, by John W. Kelly, Dansville; dues, by L. J. Engleson, Newark. Discussion of the proposal for revised dues will follow.

After luncheon, the meeting will be addressed by Dr. George S. Avery, Jr., director of the Brooklyn Botanic Garden, and by Earl Constantine, president of the National Association of Hosiery Manufacturers, the latter speaking on trade organization. Carl Wedell, head of the school of horticulture at the State Institute of Agriculture, Farmingdale, L. I., will discuss "Nursery Employee Training Program at the Institute."

"Standardized Plant Names" will be discussed in detail. The subject will be introduced by J. Franklyn Styer, chairman of the A. A. N. committee on united horticulture and plant nomenclature. William A. Dayton, chief of the division of dendrology and range forage investigations, Forest Service, U. S. Department of Agriculture, and coeditor of "Standardized Plant Names," will speak in behalf of the book, and Peter J. van Melle will take the other side.

Dr. A. B. Buckholz, director of the state bureau of plant industry, will speak on state inspection matters.

Saturday morning, January 26, the session will be devoted to reports of A. A. N. officers, Arthur H. Hill, president; Dr. Richard P. White, executive secretary, and John W. Baringer, newly appointed director of research.

GARDENERS PLAN MEETING.

It has been definitely decided that the annual convention of the Na-

tional Association of Gardeners, discontinued during the past four years, will be held at Baltimore, Md., August 20, 21 and 22, 1946. Headquarters will be at the Lord Baltimore hotel.

The convention committee is composed of George Sprules, chairman; S. F. Armiger, vice-chairman; Gilbert Moore, secretary; James Allan, assistant secretary; Guy M. Stricklen, treasurer, and Matthew Carney, assistant treasurer. The District of Columbia branch is cooperating with the Baltimore branch in promoting this project.

MICHIGAN PROGRAM.

The convention of the Michigan Association of Nurserymen, January 31 and February 1, at the Fort Shelby hotel, Detroit, will be a victory celebration for the returning service men and women from nurserymen's families, announces the program committee. The students taking the nursery training course at Michigan State College will be guests.

The first session will be opened at 10 a. m., January 31, by President Walter M. Coon, Farmington. After his address, Charles Oakman, Detroit councilman, will welcome the guests. Harold E. Hunziker, Niles, will then give the report of the secretary and treasurer.

"The A. A. N., 1,000 Strong" is the title of an address by Arthur H. Hill, Dundee, Ill., president of the American Association of Nurserymen. John W. Baringer, newly appointed director of research of the A. A. N., Washington, D. C., will speak on "The Work of the Director of Research." "Landscaping Aids Supplied by a Fertilizer Company" will be the topic of W. E. Smith, plant food division, Swift & Co., Hammond, Ind.

The program resumes at 2 p. m. with an address, "The New Chemical Age and What This Means for Nurserymen," by Walter Dutton, director of agricultural chemicals research, Dow Chemical Co., Midland, Mich.

"Handling Nursery Stock in Cold Storage" will be discussed by Clarence Wesdorp, of Krider Nurseries, Inc., Middlebury, Ind. Other nurserymen and college staff members will contribute their experiences on this topic. The election of officers and reports of committees will follow.

A gala victory banquet has been planned for Thursday evening, January 31. John M. Carlisle, war correspondent of the Detroit News, will speak. Frank Taylor, of the Music Corporation of America, has prom-

ised a star-studded floor show for the guests.

Dr. H. B. Tukey, new head of the horticultural department at Michigan State College, East Lansing, will speak at the session, Friday morning, February 1. His topic is "Just Good Nursery Practices." This is the first time Dr. Tukey has appeared before a Michigan nursery group.

"Pattern for Prosperity" will be the topic of a talk by H. A. Lyon, of Fred Eldean Organization, public relations counsel to Harry Ferguson, Inc., Detroit, Mich.

"What We Are Doing in Training Young Nurserymen" will be told by Prof. F. L. O'Rourke, director of the nursery management training course at Michigan State College.

The 2-day convention will close with a business session and luncheon.

Spaces are being reserved for nurserymen and supply firms to exhibit their products.

A special treat planned for the ladies is a luncheon and style show sponsored by the J. L. Hudson Co. at the Hotel Statler, February 1.

The local arrangements committee for the meeting includes Robert W. Essig, Walter Coon, Sid Cedargreen and Henry Kleine.

TENNESSEE PROGRAM.

The Tennessee State Nurserymen's Association will hold its annual convention February 7 and 8 at the Hotel Hermitage, Nashville, announces Secretary G. M. Bentley, who lists some of the high lights of the program.

Richard P. White, Washington, D. C., A. A. N. executive secretary, will speak on public relations, and Robert S. Sturdevant, Groton, Mass., on landscaping.

Dorothy Peace, Howell Nurseries, Knoxville, will speak on "Planting for Effect." Milt Phillips will explain the Veterans' Administration training program. Virginia Scott, Richland Gardens, Martin, will speak on "Press Publicity."

Henry B. Chase, Chase, Ala., will discuss "Business Outlook for Nurserymen." Joe Howell, Knoxville, is to speak on "Formal Gardens," and Richard H. Jones, Nashville, on "Urgent Needs."

"Training Salesmen" will be discussed by John Varnell, Easterly Nurseries, Cleveland, and Henry N. Boyd, Boyd Nursery, McMinnville, will talk on "Our Next Step." Dr. G. M. Bentley will give the latest information on DDT.

O. E. Van Cleave, agricultural commissioner, Nashville, will address the group at the annual dinner to be held on the evening of February 7.

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— SPRING '46

STRAWBERRY PLANTS

Weather conditions in our locality have been favorable this season for the production of nice, stocky Strawberry plants. If you are interested in large numbers of plants, or in our pack-out service (whereby shipments are made direct to your customers, under your tags), write for details. We are facilitated to take care of your Strawberry plant business. Let us figure with you on your particular requirements.

STANDARD VARIETIES:	Per 25	Per 100	Per 250	Per 1000
Blakemore, Dunlap, Missionary.....	\$0.40	\$1.25	\$2.25	\$8.00
Klondyke, Majestic, Massey, Maytime, Swance.....	.45	1.40	2.50	9.00
Ambrosia Late, Big Joe, Catskill, Chesapeake, Dorsett, Fairfax, Fair-peak, Gandy, Lupton Late, Midland, Parsons Beauty, Premier, Redstar, Robinson, Starbright, Southland, Temple.....	.50	1.50	2.75	10.00
EVERBEARING VARIETIES:				
Gem, Lucky Strike, Mastodon, Evermore (Minn. 1166).....	.75	2.50	5.00	18.00
Gemzeta.....	1.00	3.25	7.00	25.00

No extra charge is made for the package or packing on Strawberry plant orders.

Prices quoted are for delivery October 15, 1945, to June 1, 1946, and apply as follows:

- 25 to 75 plants of one variety at the 25 rate.
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- 500 plants or more of one variety at the 1000 rate.

ASPARAGUS ROOTS

Our Asparagus roots have made a particularly good growth this season. We are the largest growers of Asparagus roots in the country. Write for special prices on large numbers.

Mary Washington	Per 25	Per 100	Per 250	Per 1000
3-year, No. 1 grade.....	\$1.25	\$4.00	\$8.75	\$30.00
2-year, No. 1 grade.....	.75	2.50	5.25	18.00
1-year, No. 1 grade.....	.60	2.00	4.00	12.00

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GRAPEVINES

Grapevines are another specialty with us. Our Grapes have heavy fibrous root systems, with many lengthy canes at the top. Write us for prices on large numbers.

	Each	Per 10	Per 100
Concord (Blue), 2-yr., No. 1.....	\$0.25	\$1.75	\$14.00
Concord (Blue), 1-yr., No. 1.....	.20	1.50	10.00
Catawba (Mahogany), Fredonia (Black), Moore's Diamond (White), Moore's Early (Black), Niagara (White), Portland (White), Worden (Black), 2-yr., No. 1.....	.30	2.25	17.00
1-yr., No. 1.....	.25	1.75	12.00
Agawam (Red), Brighton (Red), (Saco (Red), Delaware (Red), 2-yr., No. 1.....	.35	2.50	20.00
1-yr., No. 1.....	.30	2.25	15.00

CANNAS

Carefully grown under our personal supervision, they are true to name, liberally graded, 2 to 6-eye strong divisions, and will please the most exacting type of customer. Write for prices on large numbers, giving a list of your anticipated requirements. Our trade list carries descriptions on the various varieties.

	Per 100	Per 1000
Allemania, Ambassador, California, Charles Henderson, Egandale, Firebird, Florence Vaughan, Golden Gate, Hungaria, Indiana, Kate Grey, Louisiana, Madam Crozy, Pennsylvania, Richard Wallace, Shenandoah, Uncle Sam, Wintzer's Colossal, Yellow King Humbert, Wyoming.....	\$7.00	\$55.00
Copper Giant, Red King Humbert, King Midas, Louise Cayeux, President.....	8.00	60.00

All quotations are F.O.B. Selbyville, subject to stock being sold upon receipt of order. Free packing for cash with order on Asparagus, Grapes and Cannas.

Our Fall 1945 Wholesale List is now ready for distribution, offering a complete line of stock, including fruit trees, small fruit plants, garden roots, evergreens, shrubs, shade trees, bulbs, etc. Write for a copy if you are not on our mailing list. Please use your printed stationery when requesting wholesale prices.

NEW ENGLAND PROGRAM.

The New England Nurserymen's Association will hold its thirty-fifth annual convention January 21 and 22 at the Hotel Statler, Boston, Mass. A special feature of the two-day meeting is the educational program, Tuesday afternoon, January 22. This is planned to give vital information to employees of nurseries as well as to owners and managers. Cornelius P. Van Tol, chairman of the education committee, has announced that registration is necessary for admission to this program, though there is no cost.

The opening session, Monday morning, January 21, will include roll call, reports of secretary and treasurer and reports of standing committees. Seth L. Kelsey will report for the legislative committee; Louis Vanderbrook, membership, and E. D. Robinson, resolutions. Homer Dodge, chairman, will give the report of the public relations committee, which will be followed by discussion of the subject.

Dr. Richard P. White, A. A. N. executive secretary, will speak at the afternoon session. Ernest M. Bush, chairman of the A. A. N. transportation committee, will report on its work. Howard Taylor, executive [Concluded on page 45.]

ROSES

ARE STILL AVAILABLE

In limited quantities
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Send us your list for quotations.

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EUONYMUS ALATUS COMPACTUS

18 to 24 ins., \$40.00 per 100; 2 to 3 ft., \$60.00 per 100.

EUONYMUS ALATUS

2 to 3 ft., \$40.00 per 100; 3 to 4 ft., \$65.00 per 100.

I. E. ILGENFRITZ' SONS CO. MONROE, MICH.

Plant Notes Here and There

By C. W. Wood

Mildew is probably the worst enemy of garden phlox and the chief cause of complaint among amateurs. In fact, it is hard to sell some gardeners a phlox plant on that account. Yet the malady is quite easily controlled by dusting regularly and well with fine sulphur. The trouble with most gardeners, and perhaps nurserymen, too, is that they do not commence treatment until after the disease has put in its appearance, usually in July, and it is then often too late to stop its ravages before damage is done. As dusting with sulphur also controls red spiders, which are often serious enemies of the phlox, applications made early and continued late may solve both problems. You may have noticed that mildew is less prevalent on field-grown stock, where plants are given ample room, with its accompanying good air drainage, than on crowded garden stock. I have always thought that good air drainage was a deterrent of mildew, but I do not find any reference to that phase of the subject in the literature.

Phlox blight is something else—something for which I have never found a remedy. I guess the scientists have not either, for I hear them say that it might be caused by one or more of several fungi, but they are not sure which is responsible. Good sanitation is recommended. Crown rot rarely affects young nursery stock on well drained soil; so we need not worry about that. But stalk borers sometimes get a foothold, especially in old plantings. There is not much one can do in that case, except to move the plantation, using only young stock which has been grown in sterilized soil. Fortunately, stalk borers are rarely met in clean nurseries.

Propagating Pinks.

A recent letter in which the writer complained of his inability to propagate *Dianthus Little Joe* makes me think that a few words on that class of pinks might be helpful. If my memory serves me right, *Little Joe* is a selection out of some of Allwood's hybrids, made by that keen plantsman, Fred Borsch, Maplewood, Ore. Regardless where it came from, it belongs among the kinds which make little "grass." I recall another fine red pink, a plant which we knew in my early days of gardening as *D. atkinsoni* ("as vivid as a crimson sunset," Arthur Goodwin described it), that was hard to propagate for the

same reason. In the case of *Little Joe* it seems to be the plant's inclination to be everblooming; in the case of *D. atkinsoni* it is the determination to have every branch a flowering shoot; in both cases it means little "grass" for propagating. A simple solution to all problems of that nature is to reserve a few plants for propagating purposes alone, ruthlessly taking every shoot that insists on flowering. That will not mean a lot a cuttings from a plant, but it does mean some, which is not likely to be the case otherwise.

Some Fleabanes.

The hybrid fleabanes, which I propose to discuss briefly, have special value for garden decoration. First should be mentioned their daisy-type flowers, which precede the fall aster season. That makes them useful in the landscape to prolong the season of that type flower. Second is their adaptability to the climate of eastern United States. And then, of course, are the pleasing colors prevalent in the genus as a whole and the hybrids in particular. It is not apparent from

the literature at hand which species have entered into the hybrids, but I suspect, from their appearance and behavior, that the northwestern *Erigeron speciosus* has had a part in the process. At any rate, the hybrids have the same desire for a fair degree of moisture that *speciosus* shows.

Unfortunately, the named forms of the group collectively known as *E. hybridus* in gardens are rarely available in this country, but now that the war has been brought to a victorious close, we may be able again to get seeds of them in Europe, as we did before the war. It is true that we cannot plant seeds of *E. Mrs. E. H. Beale* and expect to get a lot of plants bearing the extra-large, pale blue flowers of that variety or seeds of *Pink Pearl* to produce its pretty rosy-pink shade, but we can expect to get some good things from such a venture. There is one variety, *Double Beauty*, which I have found comes quite true from seeds, and over a period of ten years or more it was a ready seller locally here. I have been told by mail-order dealers, however, that they found it

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We have planted very heavily in Peach seeds for June Budding in 1946 and we are now accepting Grow Contracts for that period.

We will bud Peaches, Plums, Apricots and Damsons on either "Row Run" or Grade basis according to specification.

We also expect to graft very heavily in Pears, as we have the seedlings available. We would contract up to 20,000 Pears and graft to your varieties.

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unprofitable for their use. It is worth a trial in the neighborhood nursery, in my opinion. I suppose erigerons can be grown from cuttings, but my efforts along that line have met with little success. The group of hybrids and other tufted kinds, however, are easily grown from divisions.

Coreopsis Rosea.

Someone must be pushing Coreopsis rosea again, for I have had several inquiries during the past year asking for its culture. I do not want to discourage anyone from trying to grow the plant, because it is an attractive thing when well done, but experience here does not tell me to call it easy. First, though, let us examine the plant.

It grows from a creeping rootstock, sending up foot-tall stems, clothed in linear leaves and terminating in small (an inch or less across) heads of rather pale rosy-pink flowers. These are produced from July into September. That sounds like a desirable plant, and it would be if the plant could be made long-lived—something that I have not been able to do. Here it has prospered for a year or two, if we kept its soil reeking wet (it grows naturally in "sandy grassy swamps" from Massachusetts to Georgia, usually near the coast, I believe). It must have a lot of moisture, I do know, and I suspect from its fleeting existence here that it also wants an acid soil.

Dwarf Limoniums.

If I knew how hardy the different limoniums (statice of gardens) are, it would be easier to write this note. Most of my experience with them, excepting the ubiquitous *L. latifolium*, has been in northern Michigan, where the snow usually comes early and stays late, and here we expect them to be fully winter-hardy, though they sometimes lose much of their foliage if the snow departs too soon. Anyway, they are worthy of trial in all parts of the country, especially if one has rock gardeners among his customers.

They are quite similar in habit, making a pretty rosette of leaves, usually deep green in color, but taking on bright red and bronze shades after cold weather comes, though in a few species the leaves are quite hoary, adding another charm to an otherwise charming race. They all have the typical inflorescence of the genus—loose sprays of minute flowers—and representatives of the different kinds would cover the season from late spring until autumn with their light airy effects. All require a light soil and sunshine, two condi-

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Here are a few items available in tree seedlings and shrubs for winter and spring shipment. Write for copy of our wholesale catalog for other items you may want.

ACER DASYCARPUM.

Silver Maple.

	Per 100	Per 1000
4 to 6 ins., s.....	\$0.75	\$ 5.00
6 to 12 ins., s.....	1.00	8.00
12 to 18 ins., s.....	1.25	10.00

QUERCUS. Oaks.

Varieties:

	Alba. White Oak.	Bicolor. Swamp White Oak.
6 to 12 ins., s.....	1.25	10.00
12 to 18 ins., s.....	2.00	15.00
18 to 24 ins., s.....	2.50	20.00

CERCIS CANADENSIS.

Redbud.

4 to 6 ins., s.....	1.50	10.00
6 to 12 ins., s.....	2.00	15.00
12 to 18 ins., s.....	2.50	20.00

LIRODENDRON TULIPI.

FERA. Tulip Tree.

4 to 6 ins., s.....	1.00	7.50
6 to 12 ins., s.....	1.25	10.00
12 to 18 ins., s.....	1.50	12.00
18 to 20 ins., s.....	2.00	15.00
2 to 3 ft., s.....	2.50	20.00
3 to 4 ft., s.....	4.00	35.00

AESCULUS OCTANDRA.

Yellow Buckeye.

12 to 18 ins., s.....	2.00	15.00
18 to 24 ins., s.....	2.50	20.00
2 to 3 ft., s.....	3.50	30.00

ALTHAEA HIBISCUS.

Rose of Sharon. Seedlings.

4 to 6 ins., s.....	.75	4.00
6 to 12 ins., s.....	1.00	7.00
12 to 18 ins., s.....	1.50	10.00
18 to 24 ins., s.....	2.00	15.00

CYDONIA JAPONICA.

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Nice strong seedlings.		
6 to 12 ins., s.....	2.00	15.00
12 to 18 ins., s.....	2.25	20.00
18 to 24 ins., s.....	3.00	25.00

HAMAMELIS VIRGINIANA.

Common Witchhazel.

18 to 24 ins., s.....	5.00	40.00
2 to 3 ft., s.....	6.00	50.00
3 to 4 ft., s.....	7.00	60.00

LIGUSTRUM SINENSE.

South Privet.

The very finest seedlings we have.

4 to 6 ins., s.....	.75	6.00
6 to 12 ins., s.....	1.00	8.00
12 to 18 ins., s.....	1.50	12.00

MELIA UMBRACULIFORMIS.

Texas Umbrella Tree.

6 to 12 ins., s.....	1.50	12.50
12 to 18 ins., s.....	2.00	15.00
18 to 24 ins., s.....	2.50	20.00

JUGLANS NIGRA.

Black Walnut.

4 to 6 ins., s.....	2.00	15.00
6 to 12 ins., s.....	3.00	20.00
12 to 18 ins., s.....	4.00	30.00

SYMPHORICARPOS VULGARIS. Coralberry.

L.O. grade, c.....	2.00	15.00
6 to 12 ins., c.....	2.50	20.00
12 to 18 ins., c.....	3.00	25.00

PEACH. June Buds.

	Per 10	Per 100	Per 1000
6 to 12 ins., s.....	\$1.00	\$ 8.00	\$ 75.00
12 to 18 ins., s.....	2.00	17.50	150.00
18 to 24 ins., s.....	3.00	25.00	225.00

Varieties of Peach:

Belle of Georgia	Elberta
Golden Jubilee	J. H. Hale
Heath Cling	Hale Haven
Polly Peach	Red Haven
Indian Cling	South Haven

Boyd
NURSERY COMPANY

McMinnville, Tenn.

tions that we can usually supply in eastern rock gardens.

The smallest that I know is *L. minutum*, which rarely exceeds three or four inches, whose intriguing little flowers are made up of a reddish-lilac corolla and whitish calyx. *L. bellidifolium* is quite similar, except that the corolla is pale lilac. One would scarcely need both. The latter, incidentally, is often in the trade as *L. reticulatum*. One often sees *L. auriculaefolium* and *L. binervosum* in seed lists; there is no difference between the two, so far as I can see. The plant represented by these two names is a charming thing, with its spoon-shaped leaves and sprays of pale purple flowers to ten inches in height. If one can get true *L. gougetianum* he will have another small charmer of four or five inches with lavender flowers; unfortunately, there is a 10-inch impostor masquerading under that name, though even it makes a very acceptable ornament in the rock garden, where the light effects of limoniums are so often needed. It will pay you, I think, to keep a sharp eye on postwar seed lists for the small limoniums.

Polygonum Sieboldi.

Polygonum sieboldi, one of the Asiatic knotweeds, is a good plant for many garden roles and especially good to break up the evenness of border plantings and for bold effects in any part of the garden where a graceful 6-foot to 8-foot plant is indicated. It is not to be confused with *P. sachalinense*, another Asiatic knotweed, for the latter is a most pernicious weed, spreading into all parts of the garden while the gardener sleeps; our present plant is a most conservative citizen, staying where it is put. It sends up graceful arching stems, as much as eight feet tall under good culture, and produces clouds of small whitish flowers, as is the habit of many knotweeds, in August and September. This is the *P. cuspidatum* of some lists. It may be propagated from cuttings, divisions or seeds and does well in the ordinary good soil of gardens.

Crown Rot of Monkshoods.

A correspondent reports that he lost a number of monkshood plants from what he thinks was crown rot during the hot humid days of last June and wonders what he should do to control it. That it happened at the time stated leads one to believe it was crown rot, but as he did not recognize the white fungus which is the invariable agent of the malady, it cannot be said with certainty that crown rot was at fault. Let us as-

sume that the fungus was present. What then should be done?

If it is noticed before it reaches the "mustard seed" stage, or what I think the scientists call *acelerotia*, it is quite easy to check its spread, but unless extreme care is taken, there will surely be a recurrence the following year. Perhaps the safest way is to dig up the diseased plants, being sure that none of the surrounding soil drops while getting the plants and soil to the pile, where they should be immediately burned. Dig out the soil to at least a foot and pour a solution of bichloride of mercury over the area and surrounding part. We formerly used the chemical one tablet to a quart of water, but I notice that latest advice is to use two tablets to a quart of water. That would make a 1 to 1000 solution and might damage surrounding plants, but the scientists think the former strength was not sufficient.

Anemone Vernalis.

Lady of the snows, *Anemone vernalis*, probably the most sought after of all the windflowers, is usually counted a difficult plant. That is a reputation with little foundation in fact, I am quite sure, if two or three of its needs are kept in mind. On examination of the plant's natural homes throughout Europe, including "the heathery German moors," "sandy pinewoods of the Scandinavian peninsula" and the "granite slopes of the eastern and western Alps," we shall come to the conclusion that it is used to an acid diet.

And if we follow the suggestion and give our plants an acid soil, we shall also find that we have more than half won the battle. Then, if we forget the often-repeated advice to give it a wet spot and see that it has a deep sandy soil, containing an abundance of leaf mold, preferably well pulverized, in a sunny situation, there is little more it will need. It may be necessary, however, to top-dress the planting at times to keep the crown and its surface-feeding roots in the soil.

Anemone vernalis is, in many respects, essentially a dwarf pulsatilla, with the same shaggy, much-divided foliage hugging the ground and large goblet-shaped flowers, pearly-white within and tinged purple on the reverse. Mere words, however well chosen and felicitously strung together, cannot tell the full charm of a large number of these exquisite chalices, each on a 3-inch to 4-inch stem, often appearing before the snows of winter have passed away. It is a plant that has to be seen to be appreciated, a fact which should prompt the neighborhood nurseryman to lose no time in getting a planting in his show grounds. He will then want a supply of small plants (the ones that move easily) to meet the demand that will surely come when his spring customers see them in bloom.

THE Klein & Son Nursery, which was operated at Marble Hill, Mo., before the war, is now to be located near Sedgwickville, Mo.

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American Elm, 1 1/4 to 1 1/2 ins.

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Colorado Spruce, 2 to 3 and 3 to 4 ft.

Must have been transplanted.

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<i>Taxus cuspidata</i>	Per 100	Per 1000
<i>capitata</i> , R.C.	\$12.00	\$110.00
<i>Taxus cuspidata</i> , R.C.	10.00	90.00
Hybrid Rhododendron (sdlg.), 1-yr. T.	14.00	130.00
<i>Azalea mollis</i> , 1-yr. T.	10.00	90.00
<i>Pieris floribunda</i> , 1-yr. T.	14.00	130.00
Regel Privet, 2-yr. T.	5.50	50.00

Cash with order; no C.O.D. April delivery.

300 plants of a kind at 1000 rates.
50 plants of a kind at 100 rate.
Less than 50 plants of a kind, add
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MASSACHUSETTS AWARDS.

William N. Craig, Weymouth, Mass., has been awarded the George White medal of honor, the outstanding horticultural award in America, according to an announcement made recently by the Massachusetts Horticultural Society, Boston, Mass.

The society also announced several other awards. The Thomas Roland medal was presented to Edmund Frank Palmer, of the Ontario Agricultural College, Guelph, Ont., for his work in developing new peach varieties and gladiolus varieties, notably the one known as Picardy.

The Albert C. Burrage gold vase was awarded to Frost & Higgins, Arlington, Mass., for the redwood forest exhibit at the spring flower show. This was considered the outstanding exhibit at any of the society's shows during the year.

The Jackson Dawson memorial medal was given to W. B. Clarke, San Jose, Cal., for his work in introducing many new and rare plants, particularly lilacs, ornamental cherries and Japanese quinces, to American gardens.

The society's gold medal was presented to Mrs. John H. Cunningham, Brookline, Mass., for her horticultural activities over a term of years. Work done by her in the preservation of the products of war gardens was especially commended.

The society's gold medal was given to Daniel O'Brien, head of the school garden work at Boston, where school gardening had its origin.

The society's gold medal was also awarded to the Waltham field station of the Massachusetts State College for its educational work and its services to commercial and amateur gardeners.

The award of a scroll was made to the Boston victory garden committee appointed by the mayor for laying out and operating the demonstration garden on Boston Common and promoting victory gardens throughout the city.

A scroll was awarded to John R. Macomber for special and unusual planting effects on his estate at Framingham.

FORMERLY located at Glendale, Cal., and later at Balboa Island, the Martin L. Pfeifer Horticultural Service now may be addressed at Route 1, Box 162 A, Costa Mesa, Cal.

ROBERT J. HACK, associated for fifteen years with Norman Armstrong, arborist, White Plains, N. Y., has gone into business independently. He is doing tree surgery and landscaping at Brandon, Vt.

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Yellow

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Easy to grow and long to live.
Save replacement expense.
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NORWAY RED PINE

300,000 5-yr. transplants.

Average, 24 ins.; minimum, 18 ins.
High-grade stock.

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ROCK GARDEN PLANTS**Wholesale Trade List now ready.
Send for your copy.**CARROLL GARDENS** Westminster, Md.**100,000 CUSHION CHRYSANTHEMUMS**

No. 1 rooted divisions for spring delivery. Also Strawberry plants.

Write for wholesale list.

O. K. NURSERY
Rt. 2, Box 19 Buchanan, Mich.

This Business of Ours

Reflections on the Progress and Problems of Nurserymen

By Ernest Hemming

THE POWER WINCH.

There are two general types of power winches in common use. One type employs a steel cable wound on a drum; the "nigger head" type is a species of revolving capstan or drum in a vertical position. In using the latter, one, two or three turns are made around the drum with a heavy rope (an inch or more in diameter) and the loose end is payed out onto the ground.

We have had both kinds, and our men prefer the latter (capstan) type so much over the other type that a few remarks are offered to other nurserymen about to purchase a winch. The decided advantages are that the truck can be placed in any direction to make the pull, snatch blocks are unnecessary, it is unnecessary to have a man in the cab to operate the winch, it is much easier to brake and it is easier to unload a tree down the planks. The heavy rope is also easier on the hands and easier to handle than a steel cable.

The only disadvantage would be, perhaps, in pulling stumps, etc., where a steel cable would be tougher than a rope and would not fray so easily.

IN RETROSPECT.

The appointment of John W. Baringer as director of research for the American Association of Nurserymen, to supplement the splendid service of Dr. White to the industry, is a vivid contrast to conditions and attitudes that once existed between the horticultural regulatory bodies and the nurseryman. It is, indeed, a happy circumstance, and while the old-timers remember, it might be good to remind the newcomers and the young in the industry to what a sad state the regulatory bodies, both state and federal, reduced the nursery industry about thirty years ago.

The industry is now on its feet and going places, but during the era of multiple quarantines, trade barriers and regulations it was so badgered and battered that when the depression came it had to start almost anew. It is hard to realize the ill feeling that existed between the nurserymen and the boards set up to serve and protect them.

I should like to quote part of an article which I wrote in the National Nurseryman for July, 1915, and which was in turn reprinted by the Oklahoma Nurserymen's Association for distribution. To quote:

"Nurserymen doing business in the state of Oklahoma will hardly congratulate themselves on the new nursery and orchard law and the rules and regulations relative to the same made by the Oklahoma state board of agriculture.

"It is needless to say the nurserymen of the state had nothing to do with it. In the words of the secretary of the Oklahoma Nurserymen's Association, 'We thought we had an inspection law that was satisfactory, but the board thought differently; so they handed us this.'

"The wealth of the country in so far as it has been increased by the production of fruits, to say nothing

BOBBINK & ATKINS

Nurserymen and Plantmen

Visitors always welcome.

Paterson Ave.

E. Rutherford, N. J.

HESS' NURSERIES

Mountain View,
New Jersey

CONIFERS

Berberis Thunbergii

FLOWERING CRABS

Inquiries solicited on these specials and general ornamentals.

THE HOWARD-HICKORY CO.
Hickory, N. C.

of the enhanced value due to the propagation and distribution of shade and ornamental trees and plants, is mainly due to the nurseryman and horticulturist. They have not appropriated the natural wealth of the country, stripped the forests, dried up the watercourses, ravished the earth of its minerals and upset the balance of nature until pernicious forms of vegetable and insect life become a menace and drastic legislation is necessary to keep them in check, but have labored patiently to increase and produce those things necessary to the welfare and happiness of mankind. Sons of Martha they truly are and must be satisfied with their wages, but one would think men intelligent enough to make laws would realize that drastic legislation such as the Oklahoma nursery and orchard law will only react against the welfare of the state.

"If the nursery business is in the 'rum' class, then by all means make it as difficult as possible to do busi-

ACER PLATANOIDES NORWAY MAPLES

	Per 100
18 to 24 ins.....	\$ 5.00
2 to 3 ft., trans.....	9.00
3 to 4 ft., trans.....	12.00
4 to 5 ft., trans.....	13.50
5 to 6 ft., trans.....	20.00
6 to 8 ft., trans.....	45.00
6 to 8 ft., ¾ to 1-in. cal., whips, per 100,	\$75.00
8 to 10 ft., ¾ to 1-in. cal., well	branched, per 10, \$10.00; per 100, \$85.00
10 ft., 1 to 1½-in. cal., well branched, per 10,	\$12.50; per 100, \$100.00
1½ to 1½-in. cal., (in the ground), ea., \$1.50, plus 25¢ dug bare root;	
1½ to 1½-in. cal. (in the ground), ea., \$2.00,	plus 35¢ dug bare root;
¾ to 2-in. cal. (in the ground), ea., \$2.25, plus 40¢ dug bare root.	
Free baling with cash with order. 25 per cent cash with order, balance before shipment. All trees are Jap Beetle Quarantine Inspected.	

STATE ROAD NURSERY
State and Sprout Rds., R. 1 Media, Pa.

We have a nice assortment of shade trees to offer in the following varieties:

NORWAY MAPLE
GINKGO BILOBA
SCARLET OAK
PIN OAK
RED OAK
BLACK OAK
AMERICAN ELM

FAIRVIEW EVERGREEN NURSERIES

Fairview, Pennsylvania

"A friendly, efficient sales service"

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Adams Nursery, Inc.

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A. N. Pierson, Inc.

A complete line of well grown hardy plant material

Evergreens and Lining-out Stock

C. M. Hobbs & Sons, Inc.

BRIDGEPORT INDIANA

Established 1875.

WHITE-FLOWERING
DOGWOOD

GINKGO

NORWAY MAPLE

SOFT MAPLE

SWEET GUM

THURLOW WILLOW

WELL GROWN EVER-
GREENS, in variety.

CLEARING OUT OLD BLOCKS?

We buy
in 12-ft. lengths
Chestnut. Beech.
What have you?

VARSITY LANDSCAPE SERVICE
La Fayette, Ind.

SURPLUS

Goldspire Arborvitae, 4 to 6 ft.,
your choice, \$1.00. Thousands to
select from. Small er sizes cheaper.

50 Berekmanns Golden Arborvitae,
real specimens, 5 to 6 ft., \$3.00.

These prices are for B&B plants
at the nursery or F.O.B. cars our
shipping point, La Grange, Ga.

Large Pfister Junipers, Pyracan-
tha Lalandi in quantity.

MOUNTVILLE NURSERIES
Mountville, Ga.

EVERGREEN LINERS

Many species and varieties of seed-
lings and transplants for spring plant-
ing.

Write for price list.

SUNCREST EVERGREEN NURSERIES
Johnstown, Pa.

EVERGREEN LINERS

Taxus, many varieties.
Seedlings and transplants.

Ask for our latest price list.

HEASLEY'S NURSERIES
Freeport Road, Butler, Pa.

BURTON'S

HEADQUARTERS FOR
EVERGREEN GRAFTS, TRANSPLANTED
EVERGREENS, SHRUB LINERS.
BARE ITEMS YOU DO NOT
FIND IN MOST LISTS! Write!
HILLTOP NURSERIES
CASSTOWN, OHIO

ness, but if it is a business that adds
to the wealth of the nation, then it
should be encouraged, fostered and
helped.

"Disease and pests are not bred
in nurseries so much as in neglected
corners. If a law is necessary to pre-
vent the spread of a pest on nursery
stock, why not make one governing
the birds, wind and other vehicles?

"Legislation may be necessary to
control the careless, ignorant and un-
scrupulous nurseryman and dealer,
but the present laws, rules and regu-
lations savor too much of the theory
that nurserymen are undesirable citi-
zens and the business should be held
very much in restraint."

And then the pamphlet goes on
to say, "Now, brother, you have read
the above, what do you think? What
have you been doing that the state
board of agriculture felt it their duty
to ask our state legislature to pass
such a drastic law? Are you guilty?
It is time to wake up; some of us
have slept too long."

Those are strong words and strange
words and yet the evolution of the
punitive attitude of the state and fed-
eral boards toward nurserymen to
one of cooperation has been slow,
although it seems now complete.

There is some satisfaction in know-
ing that these many restrictions were
eighty to ninety per cent wrong, and
that they failed to prevent the spread
of any disease or insect pest and in-
hibited the spread of few. Why it
was so necessary to plague the one
industry that was the source of so
much food, wealth and beauty is to-
day hard to understand. But with
men like Dr. White and Mr. Bar-
ringer to advise us and with nursery
offices administered by sons of nurs-
erymen well educated in entomology
and plant pathology, it is very unlik-
ely to happen again.

If we may draw a parallel, the same
conditions exist at the present time in
the international world.

The legislators and nurserymen of
a former day both had the same ob-
ject, namely, to keep in check plant
diseases and pests, yet through ig-
norance were antagonistic instead of
cooperative.

In the international field almost all
countries have the same object, name-
ly, to eliminate war, famine and dis-
ease, yet are mostly antagonistic in-
stead of cooperative.

There would be hope for the human race

If it would obey the Golden Rule

Instead of trying to save its face

And acting like a silly fool.

Ernest Hemming.

SHADE TREES

	Per 100
Green Ash, 6 to 8 ft.....	\$55.00
Green Ash, 8 to 10 ft.....	75.00
Green Ash, 10 to 12 ft.....	85.00
Green Ash, 1 1/2 to 2-in. cal..	110.00
Green Ash, 2 to 2 1/2-in. cal..	130.00
Green Ash, 2 1/2 to 3-in. cal..	160.00
White Elm, 1 1/4 to 1 1/2-in. cal.	100.00
White Elm, 1 1/2 to 2-in. cal..	170.00
White Elm, 2 to 2 1/2-in. cal..	225.00
White Elm, 2 1/2 to 3-in. cal..	300.00
Hackberry, 8 to 10 ft.....	80.00
Hackberry, 10 to 12 ft.....	100.00
Hackberry, 1 1/2 to 2-in. cal..	130.00
Hackberry, 2 to 2 1/2-in. cal..	170.00
Pin Oak, 5 to 6 ft.....	115.00
Pin Oak, 6 to 8 ft.....	140.00
Pin Oak, 1 1/4 to 1 1/2-in. cal..	190.00
Pin Oak, 1 1/2 to 2-in. cal....	215.00
Pin Oak, 2 to 2 1/2-in. cal....	260.00

We can supply the above listed
varieties in good quantities. We
also have other shades and various
sizes in limited quantity. Send us
your shade tree want list for spe-
cial carload quotations.

SHERMAN NURSERY CO.
Charles City, Iowa.

THORNLESS ROSA MULTIFLORA JAPONICA

This selection roots here 99 per cent.
Not one thorn to an average 100 bushes.
Holds its branches high off the ground.
They are easy to get at to bud.

Buy now, bud in June, sell monthly
rosebushes next fall.

Cuttings, 8-inch average length.
\$2 per 100 \$18 per 1000 \$75 per 5000
De-eyed, 10c extra per 100.

24 to 48-inch lengths figured on same
basis.

STOVALL NURSERY
Leakesville, Miss.

ROSE UNDERSTOCK

Per 1000
5000 Rosa multiflora Japonica,
rooted \$35.00
40,000 Rosa multiflora, unrooted
cuttings 10 ins. long 7.00

BROOKDALE-KINGSWAY, Ltd.
Bowmanville, Ontario, Canada.

BURR

Leading wholesale source for
Nursery Stock.

Send us your Want List.

C. R. BURR & CO., INC.
Manchester, Conn.



Wholesale growers of the best
Ornamental Evergreens,
Deciduous Trees,
Shrubs and Roses.

Write for our current trade list.

THE KALLAY BROTHERS CO.
Painesville, Ohio

S. A. AUGUSTE HAERENS & SONS

Ghent, Belgium

offer great stocks of Azalea indiana.
New varieties a specialty. Begonia
and Gloxinia.

Civic Spirit Sells Shrubs

By William B. Sherrill

Getting over 6,000 shrubs sold for you and, at the same time, having a strong civic beautification spirit developed in a 6-day campaign is not bad business any time, according to George Pletcher, Jr., of Pletcher's Floral & Nursery Co., and A. T. Potts, of Baker-Potts Nursery Co., both of Harlingen, Tex., who anticipate just such business during February of this year.

"We did that 'reconversion era' business in a 6-day campaign last November during our city's beautification week and through friendly cooperation with a rival firm," Mr. Pletcher stated. "Now, on the same setup, we expect an even bigger beautification week during February."

By cooperating with the beautification committee from the Harlingen chamber of commerce, which wanted to "do something with city beautification week beyond dreaming up a magnificent, unworkable, city-wide plan," Mr. Pletcher and his friendly rival, Mr. Potts, grasped the opportunity to consolidate their stock of shrubs, make thousands of small profit sales and build up a large clientele for future complete landscaping jobs.

W. Vernon Walsh, Harlingen, serving as the chamber of commerce committee chairman, was anxious to show other cities in the lower Rio Grande valley of Texas that his city could really do something with a city beautification week.

Accordingly, he and his committee-men drew up a "wonderful master plan" of city-wide improvement, including planting of shrubs and flowers, trimming hedges and trees, clearing vacant lots, etc., "just like every other valley community did for the week sponsored by the Valley Planning Board, a central agency for the entire region."

But then they went beyond the other civic committees and decided to try to sell their fellow citizens of Harlingen on taking the first step toward making their city beautification week a success. To do that, they needed cooperation, and Messrs. Potts and Pletcher, hearing of their need, quickly got together and decided to pool their chances with the committee.

The plan that was worked out required the two nurserymen to furnish up to 6,000 shrubs which the committee would sell for \$1 each, "no more, no less—first come, first served and take your choice." The plants

were to be trucked each morning to a downtown location where the committee erected a large sales platform on which a loud-speaker and microphone were mounted. The committee-men were to "sell" shrubs from 8 a. m. until 6 p. m. daily for six full days.

"In brief," Mr. Pletcher summed up, "the deal was for us to bring our shrubs to the sales platform each morning and replenish them during the day if necessary, keep a man there during each day to receive the dollars as they came in and then truck what shrubs were left at night back to the nurseries where they would be refreshed and, with others, be brought back the next morning."

The committee, for its part, agreed to keep one man on the microphone all the time and other men around and on the platform to "buttonhole" passers-by and "load 'em up with plants before they got by the setup."

In addition, it was agreed that the man at the microphone would mention the names of the two cooperating

nurseries frequently as a free advertising gesture of recognition of their putting up their stock of shrubs at reduced prices to make the campaign a success.

A score or more of "dollar" customers were sold on the idea of ordering a complete landscaping job by the enthusiastic amateur salesmen, Mr. Pletcher said. They, of course, worked on a no-commission basis, and the jobs were impartially distributed between the two firms when the new customer expressed no preference.

"My committeemen worked even harder on closing a landscaping job than they would on a shrub sale," Mr. Walsh declared, "not because they shared in any money, but because it all added up to a bigger city beautification week for Harlingen."

A simple plan was devised to insure an accurate division of the cash at the end of each sales day. Each nurseryman kept an accurate count of the shrubs he brought to the platform each day. At night, they counted

ORNAMENTAL TREES, SHRUBS and EVERGREENS

Forest Tree Seedlings.
Lining-out Stock.

Write for wholesale price list.

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R. 7, McMinnville, Tenn.

ORNAMENTALS TREES SHRUBS EVERGREENS

Wholesale growers of a
general assortment for
the best Landscape Plantings

BRYANT'S NURSERIES

PRINCETON

ILLINOIS

Shade Trees

ELMS · MAPLES · OAKS
LINDENS · POPLARS

ALSO
Flowering CRABS

DOGWOOD · THORNS

Write for particulars

Jackson & Perkins Co.
NEWARK, NEW YORK

"NURSERYMEN HAVE A LONG
WAY TO GO BEFORE SATURAT-
ING THE MARKET IN MAKING
AMERICA MORE BEAUTIFUL."

(Michigan Nurserymen's Meeting).

Fill your salesyard and ware-
house with Verhalen choice nurs-
ery stock.

Wholesale Only.

VERHALEN NURSERY COMPANY
Scottsville, Texas

Northern-grown Stock

Send
for
Price
List.

J. V. BAILEY NURSERIES
St. Paul 6, Minn.

Grapevines, Currant Roots,
Currant Cuttings and Berry Plants.
Small Fruit Specialists.

WEST HILL NURSERIES
Fredonia, N. Y. Since 1875

LINING-OUT ELM TREE SEEDLINGS

Straight healthy plants.

American and Chinese Elms

	Per 100	Per 1000
2 to 3 ft.....	\$ 2.00	\$17.50
3 to 4 ft.....	3.00	25.00
4 to 5 ft.....	5.00	45.00
5 to 6 ft.....	10.00	75.00

Chinese Elms (only)

6 to 8 ft.....	\$25.00	\$200.00
8 to 10 ft.....	35.00	300.00

Write for special quotations on large quantities.

KANKAKEE NURSERIES
Kankakee, Illinois

ATTENTION— MIDWEST NURSERYMEN

2450 American Arborvitae

Twice transplanted, 9 years old from seed. Average height, 26 inches. All plants shaped with hand shears in 1943 and 1944.

I prefer buyer would inspect the block of trees personally and make a bid on the whole lot, preferably on the basis of the buyer doing the digging, packing and trucking.

Distribution of sizes is given below:

200 1/2 to 1 ft.
900 1 to 2 ft.
900 2 to 3 ft.
400 3 to 4 ft.
50 4 to 5 ft.

The block of trees can be inspected at 716 West 32nd Street, Dubuque, Iowa.

For further information write

J. H. STOECKLER
1545 Branston St., St. Paul, Minn.

Book orders early. SPECIMEN EVERGREENS SNEED NURSERY COMPANY

P. O. Box 798

Oklahoma City, Okla.

We have a substantial surplus of ornamentals:
SHRUBS, SHADE AND FLOWERING TREES

Send your Want List for quotations.

PONTIAC NURSERIES
Romeo, Mich.



EVERGREENS

Growers of Quality Evergreens
Lining-out Stock a Specialty

Write for Trade List

EVERGREEN NURSERY CO.
Established 1864 : STURGEON BAY, WIS.

BUXUS SEMP. WELLERI

(Weller's Hardy Northern Type)

Only Boxwood proved hardy in Northern States for Twenty Years.

Ask for our Perennial catalog.

WELLER NURSERIES CO., Inc.
Leading Perennial Growers
Holland, Mich.

what was on the truck to return to the nursery. The difference was their sales for that day, and each sale was a dollar. The salesmen kept a mental check on their sales activities and split their sales evenly as they went along, so that both nurserymen would get an even break on the total.

Bougainvillea, palm, hibiscus and oleander plants were used in the dollar sale, according to Mr. Pletcher, because they transplant easiest under valley conditions, and a few go a long way in beautifying home grounds.

SOUTHWESTERN NEWS.

Eugene Wilson, son of Lawrence Wilson, Holsinger Nurseries, Kansas City, Kan., who was recently engaged in naval communications work on Leyte, in the Philippines, arrived home in time for Christmas. While he was in service, Mr. Wilson's wife and young son were living at Fort Scott, Kan. Mr. Wilson will join his father in the nursery business. Marshall, another son of Lawrence Wilson, is in Bremen, Germany, where he is connected with the European civil affairs administration.

Robert Scott, Manhattan, Kan., has opened an office and retail sales yard on the main thoroughfare at the east end of the city. He is also moving his nursery to a tract of land nearer to the city than the former location.

Charles Scott, Prairie Garden Nurseries, McPherson, Kan., has purchased a bearing citrus orchard in the Rio Grande valley, a few miles from Edinburg, Tex. He expects to spend about two months this winter looking after it.

Frank Pflumm, proprietor of the Shawnee Nurseries, Shawnee, Kan., is planning an extensive building program. A new and larger office building will replace the present structure. Adjoining this will be a modern greenhouse, 20x50 feet, with an automatic heating system. There will be a new lath house, a bulb storage cellar, a seed and supply salesroom and a large parking lot. Construction will begin at the close of the spring season.

John Tonkin, formerly associated with the Mount Hope Nursery, Lawrence, Kan., has been discharged from the service and is now landscape architect for the Shawnee Nurseries, Shawnee, Kan.

Blake Tetrick, son of J. W. Tetrick, proprietor of the C. V. Nurseries, Blackwell, Okla., is now employed by the Hillside Nurseries, Wichita, Kan.



Growers of a complete
line of deciduous and
coniferous species.

JEWELL NURSERIES, INC.
Lake City, Minn.

LAKE'S SHENANDOAH NURSERIES

Shenandoah, Iowa

Wholesale growers of
a fine assortment of

GENERAL NURSERY STOCK

Your inquiries will be appreciated.

1887

1946

WE OFFER FOR 1946

our usual line of

SHRUBS EVERGREENS
FOREST AND SHADE TREES
VINES AND CREEPERS

Trade List mailed on request.

FOREST NURSERY CO., INC.

J. R. Boyd, Pres. McMinnville, Tenn.

APPLE and PEAR GRAFTS

We are now booking orders for Apple and Pear Grafts for shipment spring 1946. Also have some scions to offer.

MISS E. SCHULZE,

Caseyville, Ill.

WASHINGTON ASPARAGUS ROOTS

1-yr. and 2-yr.

The very best roots we have ever grown. All state inspected. Can furnish in quantity lots. Write for prices.

PAW PAW NURSERIES

Frank Nelson

Paw-Paw, Mich.

OBITUARY

Harry Candy.

Harry Candy, 63, president of the American Seed Trade Association and head of Peter Henderson & Co., New York, died January 2 after a brief illness at his home, at Glen Ridge, N. J.

Born at Southampton, England, Mr. Candy served his apprenticeship with Watkins & Simpson, Ltd., wholesale grower of Feltham, Middlesex, England. He came to the United States in 1908 and started the following year with the Henderson seed house as a clerk. Advancing steadily, he was elected vice-president of the company in July, 1938, and a year later became its president.

Surviving are his widow, Mrs. Louise Henry Candy; a daughter, Mrs. Dorothy Yaghjian, of Columbia, S. C.; a son, S/Sgt. John Candy, now en route home from Germany; two sisters, Mrs. Elizabeth Wheeler and Mrs. Hettie Gage, of Massachusetts; a brother, Alfred, of London, England, and three grandchildren.

B. J.

Lieut. Henry L. Thompson.

The War Department has announced that Second Lieut. Henry L. Thompson, previously reported missing, died February 7, 1945, over the North sea. He was a P-51 fighter pilot and had been forced to bail out because of propeller trouble.

Lieutenant Thompson was the son of Mr. and Mrs. Albert L. Thompson, of Rosemont Nurseries, Tyler, Tex. His widow, the former Laura Wilber, of Albany, N. Y., and their two sons now reside at Tyler.

Lieutenant Thompson graduated in 1940 from Cornell University college of agriculture, where he studied landscape design and ornamental horticulture. He was a member of Pi Alpha Xi, honorary horticulture fraternity. Prior to his enlistment, he practiced landscaping for two years at Tyler, Dallas and other east Texas towns. He designed and produced the 1939, 1940 and 1941 rose shows of the Texas Rose Festival.

His widow plans to reopen the retail sales yard on the Dallas highway near Tyler.

George W. Parsons.

George W. Parsons, manager of the flower seed department of Henry A. Dreer, Inc., Philadelphia, Pa., died in his sleep January 5 after an illness which had kept him from his post

since early last May. He was 70 years old.

Mr. Parsons began his career with the Dreer firm when he was only 14 years old and served continuously for fifty-six years. He assumed the post of manager of the flower seed and bulb departments in 1930.

Many seedsmen and florists throughout the country knew Mr. Parsons personally and appreciated his keen knowledge, sound judgment, enthusiasm and the direct manner in which he expressed his views. Others knew him through the lively correspondence for which he always found time, despite the great amount of detail work which came to his desk.

Besides his widow, Mrs. Florence Parsons, he is survived by a son, George W. Parsons, Jr.; two daughters, Mrs. Ralph Hey and Mrs. John Gentner, and two grandchildren.

John B. Eastman.

John B. Eastman, former proprietor of the Eastman Tree Farm, at Farmers Valley, Pa., died at his home, at Smethport, Pa., December 28. His death was caused by heart ailment. He was 75 years old.

Born in Ceres township, Mr. Eastman was appointed deputy recorder of deeds in McKean county in 1893 and the following year was elected recorder and served in this position until 1902. He then entered the insurance business and during this time maintained the tree farm at Farmers Valley, a project which he relinquished several years ago.

Monteith F. Hayden.

Monteith F. Hayden, proprietor of the Hayden Nurseries, at Hayden Park, Wilmington, Del., was found dead in the greenhouse adjacent to his home, December 30. Deputy Coroner C. Everett Kelley, who investigated, said death was caused by pneumonia.

Mr. Hayden had been dead about twelve hours when he was found,

according to Coroner Kelley. He had been staying in the greenhouse at nights working. The body was discovered by Miss Mildred Downing, who went to the greenhouse to summon Mr. Hayden to breakfast.

Surviving are four sisters and three brothers.

B. J.

Leonard R. Durgin.

Leonard R. Durgin, 78, for many years a landscape gardener at Elizabeth, N. J., died in a hospital there, January 2, after suffering a heart attack. Born at Walla Walla, Wash., Mr. Durgin had resided at Elizabeth for nearly thirty years. He leaves two daughters, four grandchildren and six great-grandchildren.

B. J.

Benjamin H. Walden.

Benjamin H. Walden, recently retired entomologist at the Connecticut agricultural experiment station, died January 6 at the age of 66 years, after an illness of several months. Mr. Walden had been employed at the station for a total of forty-three years.

Mr. Walden, a native of Scotland, Conn., was a graduate of the University of Connecticut in the class of 1900. After graduation, he worked for a short time with the United States Department of Agriculture bureau of entomology and plant quarantine, at Washington, D. C.

He went to the Connecticut station in 1902, one year after the entomology department was organized, as first assistant to Dr. Britton, head of the department. He had been an assistant entomologist since that time. He did nursery inspection and worked on gypsy moth control.

For the past twenty years, he had been in charge of taxonomic work, the insect collection and identification of specimens. He had retired from the station October 1, because of ill health.

Mr. Walden leaves his widow, Mrs. Anna Conger Walden; one son, David C. Walden, a chemist at the

NATIVE AZALEAS

AZALEA CALEDULACEA. Flame Azalea.		
12 to 18-in. clumps, 3 canes or more.....	Per 100	Per 1000
18 to 24-in. clumps, 3 canes or more.....	\$15.00	\$100.00
2 to 3-ft. clumps, 4 canes or more.....	20.00	150.00
	40.00	300.00
AZALEA NUDEFLORA. Pink Azalea.		
12 to 18-in. clumps, 3 canes or more.....	\$15.00	\$100.00
18 to 24-in. clumps, 3 canes or more.....	20.00	150.00
2 to 3-ft. clumps, 4 canes or more.....	40.00	300.00
AZALEA VISCOSA.		
	Per 10	Per 100
18 to 24-in. heavy clumps, 4 canes or more.....	\$ 5.00	\$40.00
2 to 3-ft. heavy clumps, 5 canes or more.....	8.00	60.00
3 to 4-ft. heavy clumps, 6 canes or more.....	10.00	80.00

All plants will have bloom buds and will bloom in the spring. We guarantee them to reach you in good condition. Write for special prices on carload lots.

O. H. PERRY NURSERY CO., Box 545, McMinnville, Tenn.

ROSEBUSHES

Order now to assure delivery any time to April 1. 35c to 60c, according to grade and quantity.

ABELIAS

2 to 3 ft., 3 to 4 ft. and 4 to 5 ft., 70c to \$1.25, balled and burlapped, according to grade and quantity. Bare root, 25c less.

PEACH TREES

Several sizes. Extra fine stock. Ask for specials on large quantities.

OZARK PLANT FARMS, INC.
Springfield, Mo.

SMALL FRUITS

Thornless Boysenberry, No. 1	100	1000
Regular Boysenberry, No. 1	4.50	40.00
Youngberry	4.00	30.00
Cumberland Raspberry	4.00	35.00
Latham Raspberry	5.00	45.00
Concord Grape, 2-YR.	11.00	
Blakemore Strawberry		0.00
Progressive Everbearing	1.50	10.00

V. P. BASHAM,
Mountainburg, Ark.

HORSE - RADISH PLANTS

State inspected.

Selected plants, 6 to 10 ins. long.
3/16-in. root cuttings.

\$1.50 per 100 \$12.50 per 1000

5/16-in. and up.

\$1.75 per 100 \$15.00 per 1000

F.O.B. Chicago.

Less 2 per cent for cash with order.

These are strong, clean healthy plants and shipped to order.

RANDOLPH MARKET NURSERY
806 W. Randolph St., Chicago 7, Ill.

STRAWBERRY PLANTS

I have 15 acres of nice young plants.

Varieties	Per 100	Per 250	Per 1000
Aroma or Klondike	\$1.25	\$2.50	\$7.00
Blakemore	1.00	2.25	6.00
Dunlap or Missionary	1.25	2.50	7.00
Progressive Everbearing	1.50	3.25	10.00

Orders filled promptly with freshly dug plants. Write for prices in large quantities.

J. M. RAMSEY

Rt. 1, McDonald, Tenn. Phone: 2421

WANTED

Bing and Lambert Cherries
Certified Marshall Strawberries
WILDWOOD HOLLOW FARM NURSERY
Provo, Utah

Connecticut agricultural experiment station, and three daughters.

NEW LOUISIANA GROUP.

The third meeting of the newly formed Northeast Louisiana Florists' and Nurserymen's Association was held at Darby Andrews Florist, Ruston, La., December 5.

The constitution and bylaws formed the main topics of discussion. Officers of the new organization, elected at a previous meeting, are as follows: President, J. Y. Brooks, of Marguerite Gardens, Monroe; vice-president, F. P. Robinson, of the Robinson Flower Shop, Bastrop, and secretary-treasurer, A. D. Hunt, of Westside Flower & Gift Shop, West Monroe.

Next meeting of the group will be held at Monroe, January 23, at a local hotel. Luncheon and program will be in charge of the program committee, consisting of Mr. Roach, of the Roach Nursery, West Monroe; F. P. Robinson, Bastrop, and Mrs. Mary Harker, of Mary's Flower Shop, Monroe.

OUR CHANGING WORLD.

Speaking on the subject, "A Changing World and Our Industry," Herbert F. Trautman, of the Trautman Nurseries, Franksville, Wis., urged upon his hearers at the annual meeting of the Wisconsin Nurserymen's Association, December 6, their consideration of the astounding changes in world affairs in recent years and the necessity of keeping pace in the nursery business.

"The changes we are and have been going through," he said, "would ordinarily follow along in the usual cycle—good postwar business, expansion, overproduction followed by underconsumption caused by other nations reentering world trade with cheaper goods, and then depression.

"The period we have been going through and will go through has no precedent. We have been bombed from the machine age into the atomic age. This should upset the ordinary cycle. It is the straw a drowning world has been clutching for and may prove, if we let it, to be the raft that would take us to the island of peace and prosperity."

Asserting that in this changing world nurserymen are more in competition with other products than they are with their fellow tradesmen, he outlined ways of helping ourselves as individuals and thereby helping the entire business, since the individuals form the lifeblood of the industry. He urged improvement of

APPLE AND PEAR GRAFTS

We are now booking orders for Apple and Pear Grafts for shipment Spring 1946. Also will have 10,000 Apple and Pear Scions to offer.

3000 PEACH TREES

18 to 24 ins., 2 to 3 ft.

J. H. Hale, Elberta, Hale Haven, South Haven, Red Haven, Belle of Georgia, Brackett, Rochester, Red Bird, Heath Cling and a few others.

1-YEAR-OLD APPLE WHIPS

3 to 4 ft. and 4 to 5 ft.

Jonathan, Grimes, Red and Yellow Delicious, McIntosh, Baldwin, Transparent, Rome Beauty, Stayman, York and Winesap.

1000 Chinese Elm
1000 American Ash
500 Red Oak

8 to 16 ft. and 10 to 12 ft.
up to 3-in. cal.

EGYPTIAN NURSERY CO.
Farina, Ill.

RED LAKE CURRANTS**RED RASPBERRIES****Hansen's BUSH CHERRY****PARADISE ASPARAGUS**

ANDREWS NURSERY CO.
FARIBAULT, MINN.

**2,000,000
STRAWBERRY PLANTS**

Blakemore, Missionary, Dunlap, Ambrosia, New Robinson, Aroma, Evermore Everbearing (Minnesota 1166).

Write for quotations on wholesale lots.

MULLINS PLANT FARM
S. E. Mullins, Prop.
410 Brookfield Ave., Chattanooga 4, Tenn.

**GRAPEVINES, CURRANTS,
GOOSEBERRIES and
BERRY PLANTS**

Can also supply Currant lineouts and cuttings.

Known to the Wholesale Trade for Small Fruit Plants of Superior Quality Since 1890.

F. E. SCHIFFERLI & SON NURSERIES
Fredonia, N. Y.

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WASHINGTON and PARADISE

Let us quote on your needs.

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Fort Atkinson, Wisconsin

Standardized Plant Names

Lists approved scientific and common names of plants in American commerce or use.

90,000 entries
Nearly 700 pages

Should be on the desk of every buyer and seller of plants—when you prepare your catalogue, when you check contract specifications, when you order from catalogues or price lists, when you seek the correct botanical or common name of any plant.

\$10.50 per copy

Order from

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343 S. Dearborn St.,
Chicago 4, Ill.

FRUIT TREES AND SMALL FRUITS

HARRISON BROTHERS NURSERIES

G. Hale Harrison, General Manager
BERLIN, MARYLAND

WANTED

FRUIT TREE STOCKS

Apple, Pear, Plum and Cherry

Also Rose Seedlings for budding.

**STORRS & HARRISON
NURSERIES, INC.**
Painesville, Ohio

We have a surplus of *Junipers*, also *Peach trees* and other things in variety.

Write us for our latest price list.
JOPPA NURSERY CO.
Joppa, Ala.

methods and taking advantage of new ideas and new products. He touched on laborsaving ideas as valuable not alone in themselves, but also as making nursery work more pleasant and attractive to labor.

Giving some experiences on extending the planting season by the use of wax, sprayed on foliage to retard transpiration, he urged the trade to improve its methods similarly in other directions, especially in production and distribution. He reminded his hearers that customers of the nurseryman expect the same type of treatment that we look for when we purchase an automobile or a radio. We expect performance and service, kept up to date as methods improve, and of a character and quality that engender confidence and good will.

RIEDEBURG WITH WESTVACO

Theodore Riedeberg has joined Westvaco Chlorine Products Corp., New York, as technical service representative in charge of Westvaco insecticides and fumigants, including DDT, methyl bromide and grain and soil fumigant mixtures. In his new capacity, Mr. Riedeberg will be available for consultation with executives, plant managers and sanitation engineers on problems concerning insect infestation.

A graduate in botany and chemistry from Marquette University, Mr. Riedeberg was until recently connected with the Dow Chemical Co., for three years, in the work of developing methyl bromide and other fumigants for use in industrial and food-plant sanitation. His articles on food-plant sanitation and his technical work on infestation control have made him well known in the drug, milling, dairy and food fields throughout the United States and Canada.

THE bowling team, Vennard's Evergreens, which represented Cutler & Vennard Nursery, Sioux City, Ia., in the Metropolitan league, won the championship in 1945 and also took first money in the interstate bowling tournament held there, led by E. L. Vennard. The ladies' bowling team, Vennard's Gladiolus, is noted for the attractive uniforms and is led by Mrs. Vennard. Two members of the latter are city doubles champions.

CLARENCE O. SIEBENTHALER, president of the Siebenthaler Co., Dayton, O., returned December 22 from a motor trip to Mexico with his wife, having left home November 18. The needed rest and change of scenery did him much good.

Cornus Florida. White-flowering Dogwood.

We have a nice block of transplanted Cornus Florida that we wish to clean up. Good clean, young plants. Our sacrifice is your gain on these Dogwoods.

	Per 10	Per 100
18 to 24 ins.	\$1.50	\$12.00
2 to 3 ft.	2.50	20.00
3 to 4 ft.	4.50	35.00
4 to 5 ft.	6.00	50.00
5 to 6 ft.	9.00	75.00

Castanea Pumila. Allegany Chinquapin. The American Chestnut that has escaped the chestnut blight. A dwarf member of the Chestnut family. Nuts more delicious than the Sweet Chestnut, and the trees bear at a very young age. Consult your particular state quarantines before ordering.

2 to 3 ft.	\$4.50	\$35.00
3 to 4 ft.	6.00	50.00
4 to 5 ft.	9.00	75.00

Hicoria Ovata.

Shagbark Hickory. This is probably the best nut tree that is hardy. The thin shelled nuts are prized above even the Pecan by many.

2 to 3 ft.	\$2.50	\$20.00
3 to 4 ft.	4.50	35.00
4 to 5 ft.	6.00	50.00

Native Blueberries. We have yet to find the cultivated variety that has the flavor of native blueberries. We offer you bearing age clumps of the varieties that are most popular.

VARIETIES:
Vaccinium Corymbosum. Highbush blueberry. The largest-growing type, with large glossy subacid fruits. Best adapted to moist locations.

Vaccinium Pallidum. Blue Ridge Blueberry. Grows to medium height in almost any good garden soil. Fruits sweeter than the above variety and with an extreme blueberry flavor.

Vaccinium Vacillans. Dryland Blueberry. The dwarf of the native blueberry family. Useful in extremely sandy locations. Fruits large and flavorful. Only 18 to 24-in. plants of this variety.

18 to 24 in.	\$2.50	\$20.00
2 to 3 ft.	4.50	35.00
3 to 4 ft.	6.00	50.00

Spring orders reserved when accompanied by 50% cash. No packing charges when cash in full is sent with order. Please refer to previous issues of American Nurseryman for Native Evergreens, Hardwood cuttings, etc.

EVERGREEN GARDEN NURSERY
McMinnville, Tenn.

SMALL FRUIT PLANTS

Offering the trade large quantities of **GRAPES, BLACK RASPBERRIES, BLACKBERRIES, DEWBERRIES, BOYSENBERRIES, CURRANTS, RHUBARB, ASPARAGUS** and **BLUEBERRY** Rooted Cuttings.

Write for quotations.

L. J. RAMBO'S WHOLESALE NURSERIES
Bridgman, Mich.



Member of
National Mail Order
Nurserymen's Assn.

Boysenberries
Thornless
Strawberries
Mastodon, Blakemore,
Raspberries
Morrislon, 1-yr. and 2-yr.
Grapes
Fredonia, 1-yr. and 2-yr.

KEITH PLANT NURSERY
Sawyer, Mich.

YOUNGBERRY PLANTS

No. 1 tip layers, \$30.00 per 1000.

ATHENS NURSERY CO.,
Athens, Alabama

CALIFORNIA NEWS.

Nurserymen growing grapes from cuttings and now having plants either 1 or 2 years old are being warned by the California department of agriculture to be on the watch for attacks from army worms. Several outbreaks have been found in nursery vineyards. A five per cent DDT dust at the rate of twenty pounds per acre is recommended by the state authorities as the best means to control an outbreak.

Retail nurserymen should benefit from a recent ordinance passed by the San Francisco board of supervisors, which permits flower boxes, properly fastened to the building, to extend ten inches over the sidewalks. Previously there had been a strict prohibition of such a hang-over.

The Coleman-Sutter Nursery, Fresno, has developed a new strawberry. According to Mr. Sutter, this is a heavy-producing berry that may be set out at any time of the year and not only is superior to any berry now on the market with regard to flavor, but also is a better keeping berry than any of the current commercial strains now to be had. It is also an excellent berry for quick-freezing and is so sweet that it uses relatively little sugar when used for canning.

The Valley Nursery, Bakersfield, which handles both cut flowers and retail nursery items, is doing a rushing business. Albert Lord, the proprietor, is well known and well liked in the city, being active in all kinds of civic affairs. When called on recently, Mr. Lord was busy for quite a time. During that time employees of both the flower store and the nursery made an effort to see that one did not get impatient. It was quite remarkable, too, how each made a point to mention what a fine place the Valley Nursery was to work in and how each took a more personal interest in the appearance of the place and the customers than many proprietors do.

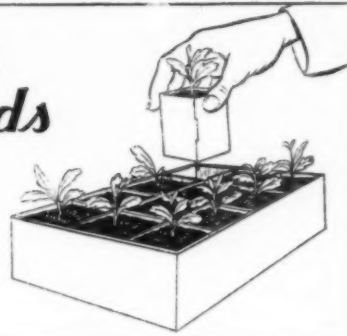
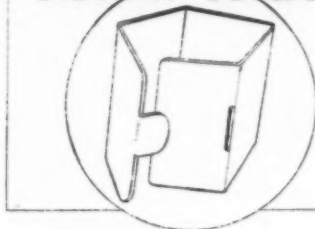
Herman Mitchell, Fresno, is increasing his gladiolus plantings to about five acres for the coming year. The gladioli are all grown for the local retailers.

John Hartley, who developed the famous Hartley walnut, so generally grown throughout the state, died recently. He was 82 years old.

Eleven and one-half million bushels of pears were harvested in commercial pear orchards in the state in 1946.

Vic Taylor, who has been manager of the Hoover orchards, at

Root-Free Plant Bands



SAVE PLANTS. Root-Free Plant Bands, set up in your flats before planting, will keep roots neatly separated and reduce losses from root injury during transplanting and selling seasons.

SAVE MONEY. No time wasted in separating tangled roots. Speeds up transplanting, and enables each salesperson to handle many more customers during busy sales periods. Simplifies wrapping.

PRICES

2x2x2½ ins., \$3.30 per 1000; 2½x2½x3 ins., \$3.75 per 1000;
3x3x3 ins., \$4.10 per 1000.

F.O.B. YOUR DOOR—10 PER CENT HIGHER EAST OF ROCKIES—
5 per cent discount for cash with order.

CARSCALLEN



Nursery Label Company

27 EAST HOLLY STREET
PASADENA 1, CALIFORNIA

HOUSING BOOM WILL INCLUDE PLANTING

Tremendous sums will be spent for homes and landscaping in the next few years. You know plants. Can you plan the planting of a home or an estate? Others are increasing their services to the public.

You may complete American Landscape School's practical, thorough home study course in 8 to 12 months. 45 clearly printed and illustrated lessons cover every landscaping problem. Instruction in landscape gardening, planning the landscaping of homes, estates, subdivisions, cemeteries, etc. Many a nursery worker has pushed his pay upward, has become a more valuable employee, with this tested course and our continuous free consultation service. Thousands of graduates testify to 30 years of successful teaching.

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A thorough interesting home training, covering your regional conditions, for both those who wish to become LANDSCAPERS, DESIGNERS and GARDENERS, and those who wish to learn for their OWN USE AND PLEASURE.

OPPORTUNITIES
An uncrowded field. Healthful out of door work for both men and women. Prepare now.

DEL RANCHO FORTUNA

FRUIT TREES and GRAPEVINES

P. O. Box 548
McFARLAND, CAL.

Shafter, has resigned to go with the California Vineyards Association. This association is composed of the winery interests in California. Mr. Taylor's work will be to advise the growers of wine grapes how to get the best results for their work.

In a recent talk to the fruit industry of the state, J. B. Blount, Chicago, United Air Lines perishable traffic manager, gave many reasons why air transport of perishables would be of direct benefit to the fruit industry. One that was most

impressive was the statement that air transportation would mean larger yields of some crops, estimating a 40-acre crop of peaches would increase in volume by one carload for every day it could be left on the trees after normal picking time for surface shipment. He pointed out that air shipment would require only one day compared with eight days required to eastern markets by rail.

Extensive rains in the northern and central parts of the state interfered with nursery operations in the last few weeks of the year. The ground was too wet for any outdoor work. Home gardeners are being delayed in their preparations for planting.

Homer Novak and Earl Walters have opened a nursery at Los Angeles under the name of Homer & Earl.

The Encino Nursery, Los Angeles, operated by A. M. Crawford, has disposed of its retail department and will devote all of its space to field growing of palms and boxed specimen trees for the wholesale trade.

Stewart Henson, president of the Southern chapter of the California Association of Nurserymen, has opened a new garden supply store, at Buena Park, Cal.

According to a newspaper report, free grapevines of the best kinds for wine production are being given to vineyardists by the Roma Wine Co. The company, it is said, has given away 150,000 cuttings and has found farmers taking them so fast that it will give away a million this year. Some authorities feel this is a poor practice, for it will hasten overproduction of wine grapes, of which there are now plenty. Supporters of the plan feel that this is a good way for the introduction of the better kinds of wine grapes and that, while some may suffer, the vineyardists will profit in the long run by the production of better wine, which will increase consumption of the article. It is certain that newcomers in the field or those increasing their acreage will profit. No mention has been made as to the source of these plants; so it is not known if the nurserymen of the state are benefiting directly from this increased production.

W. B. B.

TRI-COUNTY ELECTION.

The forty-third meeting of the Tri-County chapter of the California Nurserymen's Association took place at Ventura, December 14.

The main business of the evening was the annual election of officers. Walter J. Knecht, Ventura, was



Introducing the NEW STREAMLINER Everbearing Strawberry

EXCELLENT—Firm shipping berry; rich, radiant red color; full strawberry flavor; good canner and freezer; heavy bearer; excellent aroma; sturdy plant with luxurious green foliage.

Plants are available in four colors or in black and white of the new Streamliner strawberry for use in your catalogs.

Items to offer for 1945-46 Delivery

BERRIES
RASPBERRIES
 Cumberland
 Cuthbert
 New Washington
 Willamette
BOYSENBERRIES
YOUNGBERRIES
LOGANBERRIES
NECTARBERRIES
THORNLESS EVERBEARING BLACKBERRIES
THORNLESS YOUNGBERRIES
THORNLESS BOYSENBERRIES
STRAWBERRIES—October delivery.
 Banner
 Marshall
 Improved Oregon
 Narcissa
 Brightmore
EVERBEARING STRAWBERRIES
 Gem
 Mastodon
 Rockhill
 Streamliner

RICH & SONS NURSERY
 Rt. 4, Hillsboro, Ore.

SHERWOOD NURSERY CO.
 EVERGREENS - Propagators & Growers
 141 S. E. 65th Ave., PORTLAND 16, ORE.

MAHONIA AQUIFOLIUM

3-yr. seedlings, 15 to 24 ins.
 Cut back to 12 ins. when shipped

\$5.00 per 100; \$40.00 per 1000

Liberal count. No packing charge
 if check accompanies order.

MOUNT VERNON NURSERY
 Mount Vernon, Wash.

elected president; Arthur Verhelle, Santa Barbara, vice-president; Karl Walter Opitz, Camarillo, secretary-treasurer. Past President Paul Sanders, Ventura, and Clarence Mets, Ventura, were chosen director and alternate director of the state association.

A Christmas party and exchange of gifts followed the election.
 Walter J. Knecht.

SEEK OREGON MEMBERS.

F. A. Doerfler, vice-president, has been selected to serve as membership chairman of the Oregon Association of Nurserymen, and he has written the growers in the state to invite their participation in the coming

GRAPEVINES

For winter delivery.
 Order now while list is complete.
EUROPEAN TYPE, table varieties.
 Thompson Seedless, early, white.
 Monukka Seedless, early, black.
 Malaga Red, early, large.
 Malaga White, midseason, large.
 Ribier, large, midseason, blue.
 Muscat, large, midseason, white.
 Lady Finger, long, midseason, white.
 Black Hamburg, midseason, large.
 Tokay, large, late, red.
 Emperor, late, red.
 Black Malvoisie, table or wine.

WINE VARIETIES.
 Alicante, red.
 Golden Chasselas.
 Mission, black.
AMERICAN VARIETIES.
 Concord, black.
 Delaware, red.
 Portland, white.
 Also several other varieties.
 1 yr., No. 2
 10 for \$1.00
 100 for \$9.00
 1000 for \$80.00
 Packing free if cash with order.
 Pierce and Phylloxera certificate.

GRIMSHAW CITRUS NURSERY

1021 Dublin Blvd., Hayward, Calif.

PACIFIC COAST NURSERY

Specializing in fruit tree seedlings since 1914. We also have Norway and Schwedler Maple, Chinese Elm, European White Birch, Cut-leaf Weeping Birch, Paul's Scarlet Hawthorn and Kwansan Flowering Cherry. All 2-yr.-old stock.

John Holmason, Prop.

2244 N. Skidmore Ct.
 Portland 11, Oregon

CHERRY RED RHUBARB

STRAWBERRIES, RASPBERRIES
BOYSENBERRIES, NECTARBERRIES
 other **BERRIES** and **ASPARAGUS**

Write for descriptive wholesale price list.

BRENTWOOD BERRY GARDENS

140 S. Carmelina Ave.
 Los Angeles 24, Cal.

meeting and their presence at the banquet at Portland, January 30, when all new members will be reported. Dues in the association are \$2 plus 25 cents for each \$1,000 worth of sales made in 1945. Applications and checks should be mailed to Mr. Doerfler at 150 North Lancaster Drive, Salem, Ore.

NEW PLANT PATENTS.

The following plant patents have been issued recently, according to Rummler, Rummler & Davis, patent lawyers, Chicago:

No. 660. Chrysanthemum plant. Emil Prushek, Benton Harbor, Mich., assignor to the R. M. Kellogg Co., Three Rivers, Mich. A new and distinct variety of chrysanthemum plant, characterized as to novelty by the peculiarly notched form of the petals, giving to the blooms the appearance of a carnation; the coloring of the flowers during the different stages of development; the thrifty, vigorous growth and hardiness of the plant, combined with its mound shape, and its marked resistance to chrysanthemum leaf spot.

No. 661. Peach tree. Walter E. Lammerta, West Los Angeles, Cal., assignor to Armstrong Nurseries, Inc., Ontario, Cal. A new and distinct variety of peach tree, characterized as to novelty by the reduction in winter-chilling requirements in comparison with Rio Oso Gem variety under comparable conditions, with resultant ability to produce a crop each year under unfavorable conditions of warm winter temperatures; early leafing and flowering season, earlier ripening period compared with its parent variety, distinct form and crispness of leaves, color of fruit and the uniformity and smoothness of the fruit and stone.

No. 662. Avocado tree. Melville M. Graham, La Habra, Cal., assignor to Armstrong Nurseries, Inc., Ontario, Cal. A new and distinct variety of avocado tree, characterized as to novelty by its slender, upright, spreading habit of growth; size and shape of foliage, easiness of propagation by budding in comparison with its parent variety, lateness of blooming and ability to maintain many fruits long after the period of maturity, the production of fruit superior in flavor, oil content and keeping quality; the ability of the fruit to ripen when cut hard, without spoiling; to seal over the cut surface when cut at soft-ripe stage, and to remain in edible condition thereafter; the habit of the fruit to ripen evenly, with relatively high oil content, with rich, nutty, long-lasting flavor and aroma after cutting; the distinctive shape of the fruit and color of its meat, with scarcity of fibers, fine texture and absence of sweetness, bitterness and soapiness, and the relatively small size and distinctive shape of the seeds.

No. 663. Rose plant. Frederick H. Howard, Montebello, Cal., assignor to Howard & Smith, Montebello, Cal. A new and distinct variety of hybrid tea rose plant, similar to its parent, but characterized particularly by its vigorous climbing habits and the ability to produce continuous and prolific large blooms even on first-year plants.

THE red rose without thorns, a sport of E. G. Hill, patented by the Krider Nurseries, Middlebury, Ind., which was described in this magazine last summer, is being introduced by the firm the coming spring under the name Festival.

E. L. McCORD is establishing McCord's Nursery, at present lining out stock for the coming spring. He is now seeking trade price lists. Until he has an adequate supply of salable stock at his field location, he will operate from 1012 Southwest Twenty-seventh street, Oklahoma City, Okla.

PORTLAND WHOLESALE NURSERY CO.

306 S. E. 12th AVENUE Avery H. Steinmetz PORTLAND, OREGON

Quality Stock

CONIFERS AND BROAD-LEAVED
EVERGREENS
SHADE AND FLOWERING TREES
FRUIT TREE SEEDLINGS
FRUIT TREES
DECIDUOUS SHRUBS
VINES AND BULBS
PORTLAND ROSES

Birch, European White, 4-yr.,
8 to 10 ft., \$1.00; 10 to 12 ft., \$1.25.
Maple, Norway, 4-yr.,
8 to 10 ft., \$1.25; 10 to 12 ft., \$1.50.
Mountain Ash, European, 3-yr.,
6 to 8 ft., 85c; 8 to 10 ft., \$1.00.
Oak, Pin. Red and Scarlet, 4-yr.,
6 to 8 ft., \$1.00; 8 to 10 ft., \$1.25.
Combination carloads to Eastern
points early Spring.

Write for our Catalog

A. MCGILL & SON

FAIRVIEW, OREGON

Wholesale Only

**GOOD WESTERN-GROWN
NURSERY STOCK**

Fruit Tree Seedlings
Flowering Ornamental Trees
Shade Trees

Grown right and packed right.
Combination carloads to Eastern
distributing points will save you
on freight.

MILTON NURSERY CO.

A. Miller & Sons, Incorporators

MILTON-Since 1878-OREGON

*Growers of a
General Line
of
Nursery Stocks*

Combination carloads to eastern
distributing points at minimum
freight cost.

AS ALWAYS— OREGON'S BEST SOURCE of GOOD ROSES

Our limited crop is reserved for
our regular customers this year.

PETERSON & DERING

*Wholesale Rose Growers
Scappoose, Oregon*

1000 Specimen Dwarf Boxwood, 18 to
24 ins.
500 Green Aucubas, 2 to 3 ft.
150 Dwarf Alberta Spruce, 2 to 3 1/2 ft.
50 Juniper Meyeri, 3 to 4 ft.
All stock with perfect fiber roots.
F. A. DOERFLER & SONS
Salem, Ore.

DOTY & DOERNER, Inc.

6691 S. W. Capitol Highway
Portland 1, Oregon

*Wholesale Growers
of
General Nursery Stocks*

NOTICE

Decreased production makes it impos-
sible to book orders for new customers.
For the duration the limited supply is
reserved for our regular trade.

HOWARD ROSE CO.
Hemet, California

BALED SHINGLE TOW

(CEDAR SHAVINGS)

WM. A. JOHNSTON

408 Postal Bldg., Portland 4, Ore.

SHINGLE TOW

(Baled Cedar Shavings)
Immediate shipment carload lots.

MONARCH SHINGLE CO.

P. O. Box 37 North Portland, Ore.

CLASSIFIED ADS

Five lines, \$1.00,
each additional line 20 cents,
per insertion.

BERRY PLANTS

CULTIVATED BLUEBERRY PLANTS

Large stock, wholesale prices. Our prices the lowest. Terrific demand for Blueberry plants. Nothing ever like it before. No unusual matter for growers to receive \$1000.00 per acre for the berries. Deposit will hold your order for spring. Prices quoted. You will be surprised, compared to the fancy prices being quoted in some of the spring catalogues. We have been shipping all over. Get in line.

Great item for the retail trade. Also for sale, the acid soil that these plants grow in, in the native state, New Jersey, the home of the cultivated Blueberry, having originated in this state. Largest acreage here.

WARREN SHINN, Woodbury, N. J.

STRAWBERRY PLANTS

If you want a reliable source of good new land Strawberry plants, I can furnish up to 3,000,000 at the following prices:

	Per 1000
Blakmore	\$5.50
Missionary	5.50
Dunlap	5.50
Ambrosia	7.00
New Robinson	7.00
Progressive Everbearing	9.00
Minnesota 1166 Everbearing	15.00

Have grown and shipped plants for 25 years. Plants will be well graded and packed. References: Hamilton County Agriculture Department, Courthouse, Chattanooga, Tenn. W. H. LEAMON, Rt. 1, Ooltewah, Tenn.

SPECIAL WHOLESALE PRICES TO NURSERYMEN ONLY. Order now for spring delivery.

SODUS, a new very large, drought-resistant purple raspberry; one of the most productive and best of the raspberries. No. 1 tips, \$6.50 per 100; \$40.00 per 1000.

SENATOR DUNLAP, strawberry plants grown on new ground. No. 1 plants \$7.00 per 1000; \$6.00 per 1000 in lots of 10,000 or more. Plants have been state inspected.

The above price includes packing and delivery to railroad station. Terms: 1/2 cash with order, balance on delivery.

RATHBUN NURSERY CO.
Route 3 Angola, Ind.

STRAWBERRY PLANTS, certified by state department of agriculture. Grown on new land. We are now looking orders for spring delivery as follows: Blakmore, \$5.50 per 1000; Ambrosia, Tenn. Supreme, Premier, Dunlap, \$8.50 per 1000; Gem Mastodon, Progressive Everbearing, \$10.00 per 1000; Minn. 1166 (named Evermore), \$15.00 per 1000. 20 per cent deposit assures you plants at the proper time next spring.

ROMINES PLANT FARM, Dayton, Tenn.

CONCORD GRAPE CUTTINGS taken from young thrifty vineyard (20 acres); carefully made by experienced workmen; tied 100 to a bunch, \$6.00 per 1000; Fredonia, \$8.00 per 1000. Can ship any time this winter. Strong, 1-yr. Concord vines, \$8.00 per 100, \$75.00 per 1000. All F.O.B. here.

IDEAL FRUIT FARM, Stillwell, Okla.

NEWBERG RASPBERRY PLANTS
Strong healthy No. 1 suckers from large field. 25 per cent deposit will hold your order till spring. \$3.00 per 100; \$75.00 per 1000. No packing charge.

HART LANDSCAPE SERVICE
Pocatello, Idaho.

EVERBEARING STRAWBERRY PLANTS
Gem, Gemzats, Minn. 1166 and Streamliner. Have been supplying the trade with good plants for 25 years.

DOLLAR NURSERY, Bloomfield, Ia.

CUMBERLAND RASPBERRY, No. 1 tips, \$1.00 per 100, \$30.00 per 1000. No packing charge.

BLUE RIDGE GARDENS, Roanoke, Va.

BLACKBERRY, DEWBERRY PLANTS
Eldorado Blackberry, Lucetia Dewberry, \$30.00 per 1000.

WARREN SHINN, Woodbury, N. J.

BULBS

Grow more Margaret Fulton, the best florists' Glad. Nice blooms from No. 4 and No. 5 bulbs.

10,000 No. 4, \$180.00 per lot.
10,000 No. 5, \$125.00 per lot.
Another splendid florists' Glad-Gardenia.
10,000 No. 4, \$180.00 per lot.
10,000 No. 5, \$130.00 per lot.

Half lots, same price. Catalog on request.
CUTLER & VENNARD NURSERY
Box 394 Sioux City, Iowa

TULIPS

	Per 1000 8 to 9 cm.	Per 1000 9 to 10 cm.
Clara Butt, pink	\$30.00	\$35.00
Kansas, white	30.00	35.00
Bleu Ainslie, purple	30.00	35.00
Fantasy, Parrot, pink	30.00	35.00
Bronze Queen, bronze	30.00	35.00
Yellow Perfection, bronze	30.00	35.00
Mrs. Moon, yellow	30.00	35.00
Inglescombe Yellow, yellow	30.00	35.00
Inglescombe Pink, pink	30.00	35.00
Princess Elizabeth, pink	30.00	35.00
Prof. Rauwenhof, red	30.00	35.00
Inglescombe Scarlet, red	30.00	35.00
William Pitt, red	30.00	35.00
Pride of Haarlem, red	30.00	35.00
City of Haarlem, red	30.00	35.00
Farncombe Sanders, red	30.00	35.00
Mixed Tulips	30.00	30.00

For immediate shipment.

Guaranteed high quality.

100 of variety at 1000 rate.

GILMORE PLANT & BULB CO., INC.
Julian, N. C.

GROWER'S SPECIAL

The most popular bouquet Glad in our garden.

BUCKEYE BRONZE, a bronzy orange-brown, very beautiful, splendid for florists' work.

10 large, 20 medium, 30 small bulbs, and 200 bulbets, value, \$7.50; trial offer, \$6.50 prepaid. Catalog on request.

CUTLER & VENNARD'S NURSERY
Box 394 Sioux City, Iowa

Offering January shipment of Gladioli, Dahlias, Cannas, Tuberoses and Peonies. Send us your want list or write for a price list.
GILMORE PLANT & BULB CO., Julian, N. C.

EVERGREENS

HEAVY FIELD-GROWN LINERS

7 yrs., 3 times transplanted, stocky.

	Per 100	Per 1000
Pseudotsuga Douglasii (Douglas Fir)		
Rocky Mountain type		
12 to 18 ins.	\$20.00	\$170.00
18 to 24 ins.	30.00	255.00
24 to 30 ins.	45.00	352.00
Picea Fungens (Colorado Blue Spruce)		
12 to 15 ins.	22.00	187.00
15 to 18 ins.	28.00	238.00
18 to 24 ins.	42.00	357.00

FORREST KEELING, Elsberry, Mo.

EVERGREENS LINING OUT

5000 Taxus Hicksii, 2 1/2-inch pots.	
20,000 Taxus, 1-yr. trans., in variety.	
20,000 Taxus, 2-yr. trans., in variety.	
10,000 Taxus, 4-yr. trans., in variety.	
20,000 Taxus, 12 to 24 ins., in variety.	
10,000 Evergreens, 2-yr. trans., assorted.	
Clean, excellent rooted stock; ask prices.	
1000 Hemerocallis in variety, 3-eyes, 15c	
500 Sedum Spectabile, field-grown, 15c	
500 Aster Frikarti, 3-in. pots, 15c	

VAN'S NURSERY, Fairhaven, Mass.

EVERGREEN CUTTINGS

	Per 1000
5000 Andorra Juniper	\$13.00
5000 Pfitzer's Juniper	16.00
5000 Canadian Hemlock	13.00
2000 Chinese O. A.V. green	32.00
2000 Retinospora plumosa	13.00
5000 Am. A.V.D. green	11.00

Fresh from fields. Half of foliage removed. Ready to plant. Well packed. Shipped prepaid, now or later.

WHERRY'S NURSERIES, St. Marys, W. Va.

OLD ENGLISH BOXWOOD

	Special Prices
1000 18 ins. high, 14-in. spread	\$3.25
1500 20 ins. high, 14-in. spread	3.75
2000 22 ins. high, 20-in. spread	5.75
2000 24 ins. high, 20-in. spread	11.25

F.O.B. Nursery.

BOXWOOD GARDENS, Highpoint, N. C.

Austrian Pine, 3 to 4 ft., B&B \$2.50 || Scotch Pine, 3 to 4 ft., B&B | 2.25 |
| Scotch Pine, 4 to 5 ft., B&B | 3.00 |
| Scotch Pine, 5 to 6 ft., B&B | 2.50 |

Can furnish carload lots.

CAPITOL GARDEN NURSERIES
4200 N. May Ave., Oklahoma City, Okla.

We will trade lining-out stock of forest-grown Hemlock, Kalmia, Rhododendron, Fringe-tree, for bulbs, plants, evergreens R.C.

BAKER'S PLANT FARM
Box 18 Mabscott, W. Va.

EVERGREEN LINERS

Seedlings and transplants for Spring 1946. Write for list.

SUNCREST EVERGREEN NURSERIES

Johnstown, Pa.

BUXUS Suffruticosa, lovely compact heavy, perfect shape tops, 12 to 15-in. plants, 7 years nursery-grown, \$50.00 per 100, 35c each in 1000 lots.

MRS. CHARLIE ROBINSON, Greenville, Ga.

FRUIT TREES

Ask for our available list of APPLE TREES, 5/16-in., 35c; 7/16-in., 40c; 9/16-in., 50c; for 50 trees or more, 17 varieties.

HOME NURSERIES

Liberal, Mo.

AMERICAN NURSERYMAN

FINE DORMANT BUDDED FRUIT TREES

We have a fine lot of dormant budded Peach and Apple trees in the following grades:

Apple and peach, 3/4-in., 5 to 7 ft.	
Apple and peach, 1 1/16-in., 5 to 7 ft., 65c ea.	
Apple and peach, 9/11-in., 4 to 5 ft., 55c ea.	
Apple and peach, 7/8-in., 3 to 4 ft., 40c ea.	
Ilex Opaca (American Holly), carload lots, up to 7 and 8 feet.	

DURANT NURSERY CO., Durant, Okla.

GRASS SODS

We again solicit, after four years' absence, your GRASS SODDING contracts. No job too large or too small for us to handle.

ABBOTT'S GARDEN SERVICE
Box 208, Flushing, N. Y.

HARDY PLANTS

PEONIES

	Per 100	Per 1000
3 to 6-eye divisions		
Baroness Schroeder, white	\$50.00	\$450.00
Adula Superba, pink	27.00	250.00
Felix Crousse, red	25.00	200.00
Festiva Maxima, white	27.00	250.00
Floral Treasure, pink	27.00	250.00
Fragrans, red	27.00	250.00
Lady Leonora Bramwell, pink	27.00	250.00
Moderate Guerin, white	50.00	400.00
Queen Victoria, white	27.00	250.00
Sarah Bernhardt, pink	46.00	400.00
Peonies according to color	25.00	200.00

PHIL LUTZ PEONY FARMS, Boonville, Ind.

HARDY DAISIES

Esther Read, div., \$12.50 per 100.
Double White Swan, 2 ins., \$8.00 per 100.
Supreme, giant single, 2 ins., \$12.00 per 100.
STRATFORD GARDENS, Delaware, Ohio

VIOLETS

Sweet-scented blue giants, hardy, heavy bloomers, large plants. \$3.00 per 100, \$25.00 per 1000.

MRS. CHARLIE ROBINSON, Greenville, Ga.

PERENNIAL VERBENAS, scarlet-red, white, lavender, bright pink, nice field plants, good count, \$4.00 per 100, \$50.00 per 2000. No orders for less than 100 of one color.

MRS. CHARLIE ROBINSON, Greenville, Ga.

SHRUBS and TREES

WHOLESALE PRICES ON STOCK AVAILABLE FOR SPRING 1946.

All stock of good quality, grown in open field rows or beds. No orders can be accepted after February 10.

ACER SACCHARUM (Sugar Maple). Per 100
700 3 to 4 ft., X Br., Straight \$23.40 |

\$90.00 per 500.

300 4 to 5 ft., X Br., St. 39.00 |

300 5 to 6 ft., X Br., St. 55.00 |

200 6 to 7 ft., X Br., Heavy 95.00 |

200 7 to 8 ft., X Br., Heavy 120.00 |

SORBUS (American Ash).

100 2 to 3 ft., X Br., St. 21.00 |

100 3 to 4 ft., X Br., St. 35.00 |

100 4 to 5 ft., X Br., St. 44.00 |

THUJA (American Arborvitae).

1000 8 to 10 ins. sdigs., St. 9.00 |

\$40.00 per 500.

1000 10 to 15 ins. sdigs., St. 13.00 |

\$55.00 per 500.

240 10 to 15 ins. Tr., St., Br. 17.00 |

200 12 to 16 ins., X, St., Br. 19.00 |

FAGUS (American Beech).

300 12 to 15 ins., X, St. 7.00 |

100 15 to 24 ins., X, St. 12.00 |

CORNUS (White-flowering Dogwood).

200 2 to 3 ft., X Br. 19.00 |

200 3 to 4 ft., X Br. 35.00 |

100 4 to 5 ft., X Br. 44.50 |

CERCIS (American Redbud).

200 2 to 3 ft., X Br., St. 22.50 |

200 3 ft., X Br., St. 27.00 |

240 4 ft., X Br., St. 34.50 |

100 4 to 5 ft., X Br., St. 43.00 |

GIANT VICTORIA RHUBARB.

300 1 to 1 1/2-in. cal., whole roots 19.00 |

RHODODENDRON MAX.

100 5 to 10 ins., X, 1 to 4 stalks 23.00 |

100 10 to 12 ins., X, 1 to 4 stalks 25.00 |

NORWAY SPRUCE.

200 8 to 10 ins., X 10.00 |

100 12 to 13 ins., XX, well Br., 1/2-in. cal. 26.00 |

PFITZER JUNIPER.

100 12 to 15 ins., XXX, bushy 48.00 |

TSUGA (Canadian Hemlock).

1000 8 to 10 ins., sdigs., St., Br. 9.00 |

\$40.00 per 500.

200 10 to 15 ins. sdigs., St., Br. 15.00 |

200 12 ins., X St., Br. 19.00 |

ANDORRA JUNIPER

100 10 to 12 ins., XXX, bushy 20.00 |

NOTE: Not much of the above stock is at our St. Marys nursery. Can inspect it here after March 1. If you send check to cover with your order we will pack free and pay shipping charges. Samples on request. We ship C.O.D. if you wish.

WHERRY'S NURSERIES

Phone 9-F-2 St. Marys, W. Va.

FOR SPRING DELIVERY—available 10 to 15 carloads Rhododendron maximum specimen plants, 2 to 4 ft. high. These plants collected from areas which were burnt over 4 years ago and all plants have plenty of canes and are fully furnished. These are fine plants for immediate landscaping.

ABBOTT'S GARDEN SERVICE

Box 208, Flushing, N. Y.

EVERGREENS—SHRUBS—TREES

All lining-out evergreens dug bare-root, potted and packed in moss. XX and XXX make nice trees for bench balling or potting.

JUNIPERS	
ANDORRA	Per 100
12 to 15 ins., sp., XX f.g.	\$25.00
15 to 18 ins., sp., XX f.g.	35.00
Rooted cuttings	6.50
IRISH	
Rooted cuttings	6.50
KOSTER	
12 to 15 ins., sp., XX f.g.	40.00
15 to 18 ins., sp., XXX f.g.	50.00
PFITZER	
6 to 9 ins., X	15.00
12 to 15 ins., sp., X f.g.	40.00
15 to 18 ins., sp., XXX f.g.	50.00
Rooted cuttings	6.50
PFITZER, GOLDEN	
12 to 15 ins., sp., XX f.g.	40.00
15 to 18 ins., sp., XXX f.g.	50.00
SAVIN	
12 to 15 ins., sp., XX f.g.	35.00
15 to 18 ins., sp., XXX f.g.	45.00
TAMARISK SAVIN	
12 to 15 ins., sp., XX f.g.	40.00
15 to 18 ins., sp., XXX f.g.	50.00
PATHFINDER	
6 to 9 ins., X	35.00
12 to 15 ins., XXX f.g.	100.00
15 to 18 ins., XXX f.g.	125.00
2 to 3 ft., XXX f.g.	150.00
VIRGINIANA	
9 to 12 ins., X f.g.	8.00
12 to 15 ins., XX f.g.	15.00
15 to 18 ins., XX f.g.	20.00
18 to 24 ins., XXX f.g.	45.00

PINES

AUSTRIAN	
15 to 18 ins., XXX f.g.	25.00
18 to 24 ins., XXX f.g.	45.00
2 to 2 1/2 ft., XXX f.g.	50.00
JACK	
6 to 8 ins., X f.g.	10.00
2 to 2 1/2 ft., XXX f.g.	35.00
2 1/2 to 3 ft., XXX f.g.	45.00
PONDEROSA (BULL PINE)	
6 to 10 ins., X f.g.	20.00
12 to 15 ins., X f.g.	25.00
18 to 24 ins., XXX f.g.	40.00

SHRUBS

LILAC ROTHOMAGENSIS	Per 100 Per 1000
4 to 5 ft.	\$40.00 \$380.00
5 to 6 ft.	50.00 380.00
Rooted cuttings	4.50 40.00
PRIVET, AMUR RIVER NORTH	
9 to 12 ins., branched	5.50 50.00
12 to 15 ins., 2 and 3 c.	7.00 60.00
18 to 24 ins., 2 and 3 c.	8.00 70.00
9 to 15 ins., light grade	4.50 40.00
PRIVET, THOMPSON	
9 to 12 ins., br.	7.00 65.00
12 to 18 ins., br.	8.00 70.00

TREES

BLACK WALNUT	Per 100
2 to 3 ft., trans.	\$25.00
3 to 4 ft., trans.	40.00
4 to 5 ft., trans.	50.00
HARDWOOD CUTTINGS	
LOMBARDY POPLAR AND AMUR PRIVET	
8 ins.	\$4.00 per 1000

Packing at cost.

The following trees available in sizes from 1/2 ft. to 4 ins. in diameter: Green Ash, Common Birch, Hops Crab, Whitney Crab, American Elm, Chinese Elm, Hackberry, Honey Locust, Soft Maple, Mountain Ash, Lombardy Poplar, Redbud and Black Walnut.

Specimen Pfitzer and Savin Juniper available in large landscape sizes. Send us your want lists or write for complete price list.

NEBRASKA NURSERIES, INC., Lincoln 8, Neb.

HARDWOOD CUTTINGS

Uniform length, 6 inches.

Cornus alba sibirica	Per 1000
Cornus amomum	\$4.00
Cornus paniculata	4.00
Cornus flaviramea	5.00
Elder, Cutleaf	4.00
Forsythia intermedia	2.00
Forsythia intermedia spectabilis	4.00
Lonicera maackii	4.00
Lonicera bella albidia	3.00
Lonicera bella rosea	4.00
Lonicera morrowii	3.00
Hydrangea A. G.	5.00
Hydrangea P. G.	5.00
Philadelphus grandiflorus	4.00
Philadelphus, Bouquet Blanc	4.00
Physocarpus opulifolius aureus	3.00
Physocarpus opulifolius nanus	4.00
Ligustrum ibota	3.00
Ligustrum, Regel (true)	3.00
Ligustrum, Amur North	3.00
Spiraea billardi rosea	3.00
Spiraea froebelii	3.00
Spiraea trichocarpa	3.00
Spiraea thumbergii	3.00
Spiraea vanhouttei	2.50
Populus, Lombardy	4.00
Willow, Niohe Weeping	4.00
Viburnum dentatum	4.00

Cash with order, please.

SCOTCH GROVE NURSERY

Scotch Grove, Iowa

20,000 CAMELLIA JAPONICA in 4 1/4-in. pots; size, 8 to 12 ins. from rooted cuttings; double pink; fast-growing; hardy; good for blooms or grafting stock; no loss in transplanting; weight, 1 lb. ea.; \$50.00 per 100, \$450.00 per 1000.

FORD'S NURSERY, Box 509, Magnolia, Miss.

45 Lilac, Chas. X, own-root,	
5 to 6 ft.	\$0.75
35 Lilac, Chas. X, own-root,	
4 to 5 ft.	.65
50 Lilac, Chas. X, own-root,	
3 to 4 ft.	.55
10 Lilac, Rothomagensis, 5 to 6 ft.	.50
25 Lilac, Rothomagensis, 4 to 5 ft.	.50
50 Spiraea, A. W., 18 to 24 ins.	.30
25 Beauty Bush, 5 to 6 ft.	.75
300 Lilac, Chas. X, O. R. liners No. 2	.05
200 Spiraea, A. W. liners	.04
200 Spiraea Froebel liners	.03 1/2
200 Beauty Bush liners	.07
100 Honeyuckle, Goldflame, liners	.06
300 Bailey Fertil, 2 to 3 ft.	.30

WHEELLOCK WILSON NURSERY

Marshalltown, Iowa

35,000 Sycamore Trees, also Shrubs; 100,000 8-in. cuttings; 10,000 lbs. Kentucky Coffee Beans, 25c per lb.; Osage Orange, 70c; Sycamore Platanus, 40c; Ailanthus, 60c; Regel's and Amur River North Privet, 70c; Catalpa, 70c.

SCHROEDER NURSERY CO.

Granite City, Ill.

LINING-OUT STOCK

We have a full assortment of Azaleas and other Broadleaves, Evergreens, Ornamental Shrubs and Trees, also whip-grade Trees. Send for a new list.

THOMAS B. MEEHAN CO.

Dreaher, Pa.

AMERICAN ORNAMENTAL TREES

Liquidambar styraciflua (Sweet Gum), Red Maple, Red Cedar, Magnolia Glauca, Pine, Crab Apple and Snow Fringe tree (Graybeard), No. 1, 2-yr., \$15.00 per 100; No. 1, 3-yr., \$20.00 per 100. Quantities for sale.

MRS. CHARLIE ROBINSON, Greenville, Ga.

HALL'S HONEYUCKLE (Lonicera halliana japonica), strong, No. 1, 2-yr., field-grown, 3 to 4, 18 to 20-in. leads, carefully graded, selected plants, \$4.00 per 100, \$30.00 per 1000; lighter plants, \$20.00 per 1000. Immediate shipment.

MRS. CHARLIE ROBINSON, Greenville, Ga.

ROSA MULTIFLORA JAPONICA SEEDLINGS—Thorny type, 3 to 4 mm., 4 to 6 mm., 6 to 8 mm. Write for prices stating quantity wanted.

BROWN BROTHERS CO.

Brighton Sta., Rochester 10, N. Y.

WHITE DOGWOOD

Nursery-grown, healthy, heavy.
5 to 6 ft. \$1.00
6 to 8 ft. 1.50
8 to 10 ft. 2.00

BLUE RIDGE GARDENS, Roanoke, Va.

DOGWOOD, Cornus Florida, large white, mammoth-flowering, good spread, 2 to 3 ft., \$10.00 per 100; 3 to 4 ft., \$15.00 per 100; 4 to 5 ft., \$25.00 per 100. Attractive price on 1000 or more lots.

MRS. CHARLIE ROBINSON, Greenville, Ga.

CALYCANTHUS FLORIDUS

A large-leaved shrub with spicy, fragrant, chocolate-colored flowers; 2 to 3 ft., \$15.00 per 100; 3 to 4 ft., \$20.00 per 100. Quality stock.

MRS. CHARLIE ROBINSON, Greenville, Ga.

Special offer of French Hybrid Lilacs. Specimen stock. Guaranteed true to name. All of the best cut flower varieties. Write for list.

DEERFIELD NURSERIES

Deerfield St. P. O., N. J.

Container-grown CAMELLIAS of Merit

Write for list of the Best from the Far West.
J. S. TORMEY
Tormey's Gardens, Temple City, Cal.

WHITE-FLOWERING DOGWOOD.

A fine block of 300, 6 to 8 and 8 to 10 ft. Given space. Nursery-grown.
C. A. MAUZY & SON
Columbus, Ind.

100,000 CAMELLIA JAPONICA rooted cuttings, double pink, fast-growing, hardy, 4,000 FORMOSA AZALEA rooted cuttings, lavender, \$10.00 per 100, \$90.00 per 1000.
FORD'S NURSERY, Box 509, Magnolia, Miss.

20,000 CHINESE ELMS, 3 ft. up to 16 ft. Shade trees, hedges and windbreaks. At reasonable prices. For fall and spring.
GRAND ISLAND NURSERIES
Grand Island, Neb.

Many varieties of Azaleas. Grown in the highlands of East Tennessee. Hardy.

DUNLAP NURSERIES

Knoxville 16, Tenn.

AZALEAS, Snow and Pink (Native), heavy, good spread, 2 to 3 ft., \$10.00 per 100. Attractive price on 1000 lots.
MRS. CHARLIE ROBINSON, Greenville, Ga.

Surplus Stock

can be easily and quickly turned into Cash
Listing it in the
American Nurseryman Classified Ads.

MISCELLANEOUS

STRAWBERRY PLANTS, \$8.00 per 1000.

Varieties: Dunlap and Blakemore.

GRAPES, 1-yr., No. 1, at wholesale prices.

Per 100 Per 1000 Per 10,000

Fredonia \$11.00 \$100.00 \$ 900.00

Moore Early 11.00 100.00 900.00

Campbell Early 11.00 100.00 900.00

Delaware 12.00 110.00 1000.00

Niagara 11.00 100.00 900.00

Cynthiana 12.00 110.00 1000.00

1-YR. APPLE WHIPS, at wholesale prices.

2 to 3 ft., 35c ea.; 3 to 4 ft., 35c ea.; 4 to 5 ft., 45c ea. Varieties: Red Delicious, Red Jonathan, Yellow Delicious, Red Stayman, Transparent, Mammoth Black Twig and Ada Red.

THORNLESS YOUNGBERRIES, \$5.00 per 100, \$45.00 per 1000.

BENTON COUNTY NURSERY CO., INC.

Rogers, Ark.

PEACH, popular varieties, 12 to 18 ins., 15c; 18 to 24 ins., 17 1/2c; 24 to 30 ins., 25c; 30 to 36 ins., 35c; 36 to 48 ins., 60c; 4 to 6 ft., 75c; 6 to 7 ft., \$1.00.

ROSES, 2-yr., No. 1, 50c; No. 2, 45c; 1-yr. forced buds, 5c ea. less. Most standard varieties.

AUSTIN DEWBERRIES, \$12.50 per 1000.

Also Plums, Apples, Figs, Grapes, Blackberries, Youngberries, Boysenberries, Canas, Pecans, Fersalmons and many others.

Write for list.

FRIQU FLORAL & NURSERY,

Cleburne, Tex.

WILBER and HELEN YEARSLEY, north central states representatives for Hyper-Humus, a cultivated, fertilized and pulverized reed peat, will be at the Hotel La Salle, Chicago, for the Illinois Nurserymen's Convention and 2nd Fort Shelby hotel, Detroit, for the Michigan Nurserymen's Convention. Hyper-Humus top-dresses the finest, most highly publicized lawns in the east. Cuts transplanting losses to a minimum. Now available on your siding at approx. 70c per 100 lbs. Rapid seller in Detroit at \$3.50 per 100 lbs. One distributor only to a locality.

Taylor Raspberries No. 1, \$50.00

Latham Raspberries No. 1, 50.00

St. Regis Everbearing No. 1, 50.00

Caragana, 18 to 24 ins., 40.00

Northwest Poplar, 3 to 4 ft., 35.00

Golden Willow, 3 to 4 ft., 30.00

Laurel Willow, 2 to 3 ft., 20.00

Gem Everbearing Strawberries, 7.50

Ponderosa Pine, 8 to 12 ft., \$15.00 per 100.

TREADWELL NURSERY CO.,

Great Falls, Mont.

1946 crop PEACH PITS, southern collected. High germination. Small seeds, \$3.50 per bu.; medium, \$2.50 per bu.; large, \$2.00 per bu. Chinese Apricot seeds, \$5.00 per lb.

Peach, Plum, Apricot, 1 ft., 20c; 2 ft., 30c; 3 ft., 40c; 4 ft., 60c; 5 ft., 70c; 6 ft., 80c.

Seedling peach trees for grafting or budding. \$25.00 per 1000, \$3.00 per 100. Cash with order. Riverdale Nurseries, Riverdale, Ga.

PEARS, 2 to 3 ft. PECANS, 2 to 4 ft., 80 Stuart, 20 Success, \$1.50 ea. "Cold-proof" Fig. bears first year. Black walnut, 2 to 3 ft., thinsell, 30 for \$42.00. Plums; Russian Mulberry, 18 to 36 ins., 20c ea.

NEW DELTA NURSERY, Jackson, Miss.

DECORATIVES

AMERICA'S finest natural cones; southern, fresh, wide open, ideal for decorations; Pine cones, Gumballs, Cotton and Chinaberry pods; 1000, \$15.00; 2000, \$25.00.

MRS. CHARLIE ROBINSON, Greenville, Ga.

GREENS, Magnolia tips; 100, \$10.00. Long needle Pine tips, Cedar and Gardenia, 12 to 24-in. cut; 100, \$5.00.

MRS. CHARLIE ROBINSON, Greenville, Ga.

SUPPLIES

MEL-LO PEAT

A pure Sedge Peat, weedless, odorless, no inert matter. Contains 2 to 3 1/2 per cent nitrogen, 94 per cent humus; acidity, 5.3 to 5.5. Excellent for seedlings, hardwood and softwood cuttings, transplanting evergreens and shrubs and ideal for top-dressing lawns.

1 to 10 2-bu. bags, f.o.b., \$1.25

11 to 51 2-bu. bags, f.o.b., 1.10

51 to 100 2-bu. bags, f.o.b., 1.00

101 to 200 2-bu. bags, f.o.b., .90

Mel-lo Peat is milled and sifted by a special process, ready to use. Adopted by the universities, agricultural colleges, nurseries and landscape gardeners. Accept no substitutes; demand Mel-lo Peat. Our guarantee, check with order, prompt shipment. Wire, phone or write.

MEL-LO PEAT CO.

Elyria, Ohio

RUBBER. Your Rubber requirements are important. Know where to get it when you want it. Belts, rubber bands, boots, coats, gloves, hose, spray bulbs, aprons, budding strips. Get our price sheet and catalog today.

BROADWAY RUBBER MFG. CO.

Louisville 2, Ky.

COTTONETTE Squares are best for balling. Saves time and twine. All sizes in stock.

Write NEW AMSTERDAM IMPORT.

123 Chambers St., New York 7, N. Y.

SUPPLIES—Continued

WOOD PLANT BANDS.

Used by the largest growers of Carnations, Snaps, Stocks, perennial plants and all plants to be transplanted in the greenhouse or outdoors. Get your supply now, also, for Vegetable plants for resale.

	Size in ins.	Weight per 1000	Per 1000
No. M-310	1 1/2 x 1 1/2 x 3/4	13 lbs.	\$2.95
No. M-320	2 x 2 x 3/4	15 lbs.	3.30
No. M-340	2 1/2 x 2 1/2 x 3/4	20 lbs.	3.75
No. M-360	3 x 3 x 3/4	31 lbs.	4.10
No. M-380	3 x 3 x 1	32 lbs.	4.75
No. M-391	4 x 4 x 1	40 lbs.	5.60

Packed 1000 to the carton.

We do not break the carton.

LIGHT WOOD FLATS.

Suitable only for holding and shipping our Wood Plant Bands. Bands are not included at prices below. Per 100 flats

M-370, holds 12 1/4-in. bands	\$2.75
M-390, holds 12 1/2-in. bands	3.00
M-392, holds 12 3/4-in. bands	3.75
M-393, holds 6 3/4-in. bands	3.25
M-394, holds 6 1/4-in. bands	3.95

Packed 100 to the carton. We do not break cartons.

AMERICAN BULB CO.

1335 W. Randolph St., Chicago 7, Ill.
31-37 W. 27th St., New York 1, N. Y.

STAKES—Bamboo

Carefully Selected—Dyed Dark Green.

Uniform Pencil Thickness.

No. G-31	2 ft. Bale of 2000	\$10.95
No. G-32	2 1/2 ft. Bale of 2000	13.90
No. G-33	3 ft. Bale of 2000	16.65
No. G-34	3 1/2 ft. Bale of 2000	19.45
No. G-35	4 ft. Bale of 2000	22.35

TONKIN STAKES—Bamboo

No. G-41	3 ft. Bale of 1000	\$ 8.85
No. G-42	3 1/2 ft. Bale of 500	7.75
No. G-43	4 ft. Bale of 500	8.70
No. G-44	5 ft. Bale of 500	11.95
No. G-45	6 ft. Bale of 500	13.75
No. G-46	7 ft. Bale of 200	7.70

We cannot break bales.

Quantity discounts, 10 to 24 Bales, 5 per cent.

25 Bales or more, 7 1/2 per cent.

SCHUPP SUPPLY CO., Wilmette, Ill.

KNOCK-DOWN FLATS.

Made from a good grade of Southern Yellow Pine, since Cypress is not available. Standard specifications, inside measurements.

16x12x2 1/4	\$11.25 per 100
16x14x2 1/4	14.25 per 100
20x14x2 1/4	14.00 per 100
20x16x2 1/4	16.25 per 100
22 1/2 x 16x2 1/4	16.75 per 100
22 1/2 x 18x2 1/4	18.00 per 100

All other sizes quoted on request. Prices F.O.B. Birmingham.

We are manufacturers, not jobbers. Freight to any point is a small item per flat. Our flats are the best. Why pay more? Our quality guaranteed. Prompt shipment, any quantity. Attach check to order.

HIGHTOWER BOX & TANK CO.

Birmingham, Ala.

PROFIT WITH PERF-O-RAIN.

Rain when you want it—low pressure—rectangular strip watered—No overlap—No sprinkler heads or other gadgets—Portable lightweight pipe—Long life. Write for free folder. W. R. AMES COMPANY OF FLORIDA, 3905 E. Broadway, Tampa 5, Florida, or W. R. AMES COMPANY, 150 Hooper St., San Francisco 7, Calif.

SOIL HEATING EQUIPMENT.

Designed by a nurseryman and engineer for commercial propagation. Cable, soil thermostat and pilot lamp to heat 20 sq. ft., \$9.70; 40 sq. ft., \$12.10; 60 sq. ft., \$14.50; 80 sq. ft., \$16.90; 150 sq. ft., \$24.30, F.O.B. Seattle. L. N. ROBERSON CO., 1539 E. 103rd St., Seattle 55, Wash.

STEEL TUBULAR STAKES

Place orders now to meet your early spring sales, together with your own nursery requirements. 1/2-in. coplized to prevent rusting, 2c per ft.; 3/4-in. plain, 3c per ft.; 1/2-in. plain, 4c per ft.; less 20 per cent. Made up in any length. Samples mailed.

H. HOENENBERGER, Box 253F, Monroe, N. Y.

PRINTING

Letterheads, billheads, statements, cards, envelopes, tags, blotters, folders, catalogs, samples.

J. GARLAND HILL

Dept. A, Seaford, Del.

GIBLARTAR Frost Covers pay for themselves. Economical, long-lasting, ideal for windbreaks, 6 ft. wide; 50 ft., \$13.75; 100 ft., \$26.00; 150 ft., \$39.00. NEW AMSTERDAM IMPORT, 122 Chambers St., New York 7, N. Y.

WANTED

WANTED to buy—Low bed trailer suitable for hauling tractor, bulldozer, trees, etc. Capacity at least 3 tons. Please describe completely and give lowest price. Reply Box 398, care of American Nurseryman.

WANTED

Dicentra Bleeding Heart plants. 1000 Dicentra Spectabilis. 500 Dicentra Eximia. VITNER'S GARDENS, Manchester, Conn.

WANTED

Quotations per 1000, on 6 to 8-in. seedlings or transplants for the following:

100,000 Amur River Privet cuttings (North)
Anthony Waterer Spiraea
Vanhouttei Spiraea
Taxus Cupidata
Taxus Cupidata Capitata
Savin Juniper
Pfitzeriana Juniper
Juniperus Depressa Plumosa
Juniperus Communis Hibernica
Hemlock
Pinus Sylvestris
SYLVANIA NURSERY
New Galilee, Pa.

WANTED: All sizes of evergreens, shrubs, hedge plants, shade and fruit trees. All varieties of grapes and small berry plants. Rock garden plants, roses, perennial and annual flowering and vegetable plants. All kinds of flowering bulbs and garden accessories.

J. W. SEAMAN NURSERY AND LANDSCAPE SERVICE
334 Vanadium Road, Pittsburgh 16, Pa.

WANTED

Carload Hemlock, Yews and Pyr. Arborvitae for spring. Please quote sizes available and your best price. Will be in the east this month and would like to see stock, so please reply promptly if located in eastern area or en route.

PLATTS, Waterloo, Iowa.

WANTED AT ONCE

750 Lodense Privet, 6 to 8 ins.
100 Lodense Privet, 18 ins.
100 Heckrotti H. S., either 1-yr. or 2-yr.
100 small-size English Lavender.
BARNES NURSERY
Nowata Rd., Bartlesville, Okla.

WANTED

Shrubs for landscaping. All sizes; any quantity. Give details as to location and price. Cash waiting.
Address Box No. 386, care of American Nurseryman.

NURSERY STOCK WANTED: 500 Red Oak, 2 to 2 1/2 ins.; 500 Hackberry, 2 to 2 1/2 ins.; 500 Sugar Maple, 2 to 2 1/2 ins.; 500 Red Maple, 2 to 2 1/2 ins.; 500 Pin Oak, 2 to 2 1/2 ins. Address communications to Box No. 394, care of American Nurseryman.

TREES WANTED—Liners up to 18 ins. Norway and Black Hills Spruce. Hybrid Rhododendrons, all sizes. Shade tree whips up to 6 ft.
DUNLAP NURSERIES, Knoxville 16, Tenn.

WANTED

5000, more or less, rooted Quince cuttings.
TRAUERNICHT NURSERY CO.
400 No. Sylvania Ave.
Ft. Worth 2, Texas.

WANTED

200 pounds
Rosa Multiflora Japonica seeds in berry.
C. L. VANDERBROOK & SON
Manchester, Conn.

WANTED

Koster and Moench Spruce, lining out, Juniper grafts; Montmorency and Richmond Cherry. HICKORY GROVE NURSERY, Rt. 4, Boone, Iowa.

WANTED—Wire collect, best cash quotations on any considerable quantity of Concord Grapes, up to 100,000. Also mail late trade lists.
LAFAYETTE NURSERY CO., Lafayette, Ore.

FUMIGATED YULE TREES.

If the Christmas tree held its condition well and stayed bright green this season, with needles flexible and sticking to the tree instead of drying and dropping off, it may be because the dealer had taken advantage of recent research by the bureau of entomology and plant quarantine of the United States Department of Agriculture. The tree may have been fumigated with methyl bromide and improved—not injured—by this treatment.

The bureau has the regular annual chore of seeing to it that Christmas trees originating in the parts of New England and New York where the gypsy moth occurs do not carry egg clusters of this forest insect pest to unfested areas. One way to insure that these Christmas trees will

not be carriers of this serious pest is to fumigate the cut trees. Methyl bromide is a fumigant that is reliable, and experimental tests show that trees fumigated with this chemical are actually improved in quality.

In the experimental tests C. H. Gaddis, of the bureau, went beyond the minimum requirements of routine fumigation. He subjected some of the fir and spruce trees to repeated fumigations so that some had a total of as much as twenty-four hours of exposure, instead of the usual six hours. Then he set up sample trees in a warm room and left them up to thirty-nine days. He found that treated trees held their needles and color better than untreated trees, and that heavier dosage or longer exposure to methyl bromide gas improved the lasting quality of the holiday greenery. The effect was even more noticeable on firs than on spruces.

SPRAY CONFERENCE.

Scientists attending the New England-New York fruit spray conference held at the Connecticut agricultural experiment station, New Haven, December 4 and 5, discussed new pesticides and new equipment. More than seventy research men from ten states attended the conference.

A blower equipped with special spray nozzles which make it possible to use extremely small amounts of highly concentrated insecticide was described. Work done in Connecticut the past summer, using a helicopter to spray against certain insect pests, was described by Dr. Roger B. Friend, chief of the entomology department at the Connecticut station. New-type speed sprayers were described by Prof. R. S. Kirby, of Pennsylvania State College.

In a discussion session on DDT, the consensus among the scientists was that DDT has a definite pattern of usefulness for the control of orchard pests. Data were presented showing that DDT gives remarkably good control of the codling moth on apple trees. There was general agreement on its excellent results against the apple leaf hopper. Prof. W. D. Whitcomb, of Massachusetts State College, reported good control of curculio when comparatively large quantities of DDT were used. Results with the apple maggot were, in general, not conclusive.

On peaches and quinces, Dr. Philip Garman, of the Connecticut station, reported excellent results with DDT against the Oriental fruit moth. One of the knottiest problems remaining

in work with DDT on fruit is the question of spray residues.

A discussion of the problem of standardizing spray schedules was led by Dr. A. I. Bourne, of Massachusetts State College. While there has always been an enormous demand for a uniform spray schedule and a framework can be drawn up to meet most conditions, it must be remembered, Dr. Bourne said, that differences in insect pests and climates in different localities call for departures from the standard spray schedule.

A talk on nonpesticidal sprays, such as growth regulators, weed killers and magnesium sulphate sprays for treatment of apples deficient in magnesium, was given by Dr. J. K. Shaw, of Massachusetts State College.

Work at the Connecticut station with reduced spray schedules, utilizing large amounts of insecticides put on at longer intervals, was described by Dr. Philip Garman.

COVER ILLUSTRATION.

Viburnum Opulus Nanum.

Viburnum opulus nanum, the dwarf cranberry bush viburnum, is a well known variety of the colorful cranberry bush viburnum. It is a dwarf, compact bush, seldom reaching the height of more than two and a half to three feet. It is normally rounded and formal in outline, but occasionally old plants take on a distinctly flat top appearance. Plants have been seen that were not over three feet in height, but approximately five foot across. This is an unusual habit of the plant, however, and in most cases it becomes a distinctly rounded plant that has its primary use in formal arrangements. The leaves are dark green and less than half the size of the species.

This dwarf cranberry bush viburnum seldom flowers or fruits and, consequently, it is used to display a good dark green foliage and a formal habit of development. It is adaptable to a wide range in soil conditions and is relatively free from pests. Occasionally it is attacked by scale and by gall, which results in a gnarled growth, but seldom kills the plants.

The dwarf cranberry bush viburnum will stand full sun and nearly full shade. Propagation is usually accomplished by softwood cuttings.

This small dwarf plant will find its use as a formal entrance plant where a deciduous type is desirable and for a low hedge or edging plant.

L. C. C.

[Photograph from New York Botanical Garden.]

WANT ADS

Help and Situation Wanted and For Sale advertisements.

Display: \$2.50 per inch, each insertion. Liners: 20c line; minimum order \$1.00.

HELP WANTED

Leading Long Island nursery has opening for salesman. High class clientele in and near New York City and on Long Island. Must prepare plans, sell jobs and supervise plantings. Permanent position. Only experienced will qualify.

Also want assistant nursery superintendent, young man, preferably with horticultural school training. Must know hardy ornamentals. Nursery experience also valuable.

Address Box 397, care of American Nurseryman.

FOR SALE

1 hour from New York; 10-acre farm; good level cleared land, fertile soil; modern living quarters, all conveniences; new greenhouse 20x100 ft. now in operation; heating plant suitable for additional greenhouses, coal grates and oil burner; new barn 26x60 ft., upper story can be converted into beautiful apartment; young fruit orchard; new pump house for irrigation; all buildings less than 3 yrs. old, best of construction; excellent opportunity to start nursery business. Price, \$18,000.00. Address Box 392, care of American Nurseryman.

FOR SALE

Nursery landscape business; 25 years in best landscape territory in the east, 40 miles from New York city; 24 acres; 1000-ft. frontage N. J. highway 24; 6 good buildings, several could be converted into dwellings; 2 trucks and other equipment; ample stock of larger-sized trees and fine yews suitable for my market; average net yearly earnings past 25 yrs., \$5000.00; net earnings 1945, \$4000.00; price, \$25,000.00. The real estate will bring the asking price and it will be sold for development if not sold as a going business; I am holding it for some qualified ex-serviceman.

GEORGE JENNINGS NURSERIES, Ralston, N. J.

FOR SALE

Only nursery in town of 45,000 population; good 3-room house; office bldg.; 3 lots and 2½ acres land; well stocked with fruit and shade trees, evergreens, shrubs, perennials, hotbed sash, etc.; good pickup truck and Rototiller tractor and tools. \$5,000.00 cash will handle; balance on easy terms. Reason for selling, illness of owner. Possession March 1.

NINTH STREET NURSERY
3002 Ninth St. Rock Island, Ill.

FOR SALE

20-acre nursery, specializing in specimen trees, shrubs and evergreens; on main highway, 35 miles from downtown Detroit, Mich.; 8-room modern house; garage and barns in excellent condition. Price, including equipment, \$70,000.00.

Address Box No. 387, care of American Nurseryman, 343 South Dearborn St., Chicago 4, Ill.

SITUATION WANTED

Horticulturist, with family, college trained, veteran, 14 yrs. exp. sales promotion, landscape design, planting; nursery management, propagation; also writing for radio and periodicals; desires permanent connection with progressive firm; accessibility to good schools necessary. Address Box 395, care of American Nurseryman.

HELP WANTED—Two capable men familiar with nursery stock to expand our wholesale sales force. Work in eastern U. S. Average earnings of present salesmen in excess of \$10,000. Apply Box No. 393, care of American Nurseryman.

We need you to grow with us in our well established Chicago business; a gardener, landscaper, florist, insecticide and seedman; small investment.

SEED & FLORAL SUPPLY CORP.
38 W. Kinzie, Chicago 10, Ill.

WANTED—Nurseryman, to open a nursery in eastern Ohio for reclamation planting on thousands of acres of coal land. If you wish to get in on the ground floor of America's most fast-growing conservation tree crops, write me. Education will not be considered. Savvy and common horse sense essential. Write JOHN W. HERSHEY, Tree Crop Consultant, Downingtown, Pa.

WANTED—To contact nurserymen wanting good Chicago area outlet for their stock; with or without services. Phone Delaware 8729.

SITUATION WANTED—Man with 20 years' experience as foreman; landscaping, selling, budding, grafting, packing and shipping. Address P. O. Box 1421, Waco, Texas.

FOR SALE—This beautiful nursery farm of 70 acres; 11-room house, all improvements; barn, garage, 25x60 ft.; packing house with frostproof cellar; 7 acres timber; 3 acres apples; cow, horse, tractor and full line of nursery tools, being offered for sale for first time; owner retiring.

JOHN ROSSLEY, Alliance Organization, 183 Main St., E. Rochester, N. Y. Phone, Stone 7270 or Ontario 2271.

FOR SALE—\$40,000.00

Nursery and landscape business, including new greenhouse and retail sales office; well established; with 300-ft. frontage on main artery in Nassau county; modern 6-rm. dwelling. Address Box No. 391, care of American Nurseryman.

PARTNER WANTED

Rare opportunity for young nurseryman. Become equal partner in established business, wholesale and retail, located in heart of prosperous trade territory. Very little competition. One of best potential mail-order outlets in nation. Investigation worth while. Address Box No. 390, American Nurseryman.

NURSERY FOR SALE
Buildings, including residence, land, equipment and stock. Invoices at \$28,419.25. Quick selling price, \$20,500.00.
IOWA NURSERY & LANDSCAPE CO.
Le Mars, Ia.

GLADIOLUS BULBS

Why plant No. 1 or No. 2 bulbs when No. 3 and No. 4 will produce nice flowers and a strong No. 1 bulb for the second year? Try out these on the assurance that they will give excellent results.

Priced per 1000—300 same rate.

	No. 3	No. 4	No. 5
Aladdin, salmon	\$25.00	\$20.00	\$15.00
Beacon, scarlet	27.50	22.50	17.00
Gardenia, cream	26.50	22.00	16.00
Peggy Lou, pink	27.50	22.00	16.00
Hapture, pink, 10 per cent			
Maid of Orleans	25.00	20.00	14.00
Snow Princess, white	27.50	22.00	17.00
Marg. Fulton, salmon	25.00	20.00	15.00
Per 10,000	230.00	180.00	135.00
Blaze, red	23.00	18.00	14.00
Bit o' Heaven, orange		19.00	14.00
Petegrina, blue	25.00	20.00	15.00
Wings of Song, pink with blue tinge	27.50	22.50	17.00

Subject to stock on hand.
Terms: Cash with order.

VENNARD'S NURSERY

Box 394-F

Sioux City, Ia.

KER-O-KIL

**WEED
BURNER**
2000° F. Flame



For burning green weeds, brush, sprouts, also for light black-smithing, thawing, disinfecting.

Write for Free Circular 44M.

KER-O-KIL MFG. CO.
Redwood City, Calif.,
or Gettysburg, Pa.

GENUINE MOSS PEAT

Hydraulic pressed bales and smaller resale packages. Sphagnum Moss, Cultivated Peat Humus.

Shipped from Northern plant at Floodwood, Minn., and Hanlontown, Iowa. Annual capacity 1,000 carloads.

Now booking for present and future deliveries.

Write or wire for quotations.

Colby Pioneer Peat Co., Inc.
Hanlontown, Iowa

ROTOTILLER

(Trade Mark Reg. U. S. Pat. Off.)



Does work of 12 men in greenhouses, nurseries. Churns and mixes soil up to 9 inches deep. Write today for full details.

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Farm Equipment Division • Detroit 32, Mich.

RUBBER Products

AMERICA'S FINEST
KATFISH BRAND
Rubber Bands
Aprons
Fishing Slings
Chauling
Spray Bulbs
Kneeling Pads
Footwear
Gloves
Spray Rubber
Boots
More
* GET OUR CATALOG AND PRICE SHEET
BROADWAY RUBBER MFG. CO. LOUISVILLE 2, KY.

INDIANA HOLDS 3-DAY MEET.

[Concluded from page 10.]

and Use" was presented by Prof. L. C. Chadwick, with the aid of colored slides. These plants were selected on their qualities of hardiness, adaptability, longevity and durability. Two new plants, Daphne Somerset and the dwarf Japanese barberry, a slow-growing, compact plant good for foundation plantings and dwarf hedges, were included in the list.

At the evening banquet Frank Wallace, state entomologist for the past thirty years, the longest record of any state entomologist, highlighted the program with his fine collection of Kodachromes of scenes in Indiana.

The Friday morning session began with an examination on the identification of evergreens conducted by Prof. Walter E. Lommel, of the Purdue horticultural department. Floyd Bass was able to identify as to genus and species twenty-five of the thirty-two specimens.

From a panel discussion entitled "My Advice to Beginners in the Nursery Business" newcomers to the nursery business and old-timers alike were able to benefit from pointers given by I. J. Mathews, Ollie Hobbs, Paul Ulman and Alfred Bloch. In answer to the many inquiries received by him about how to begin in the nursery business, Mr. Ulman advised first deciding for what branch of the nursery business one was best fitted and then securing several years' experience with a good firm before going into business for oneself. When establishing one's own business he advised planning it so as to eliminate as much labor overhead as possible. He again urged knowledge of pests and insects and good spray equipment. Both he and Mr. Bloch advised disposal of old and overgrown stock that would soon become a liability. Mr. Bloch said that it was a good idea to set aside two per cent of one's year's business receipts in good times to cover disposal of stock that went unneeded later on. DeVol Ernst told of the hospital blocks used at the Ernst Nurseries, in which old and scattered stock was put so that the rows might be cleaned up. Ollie Hobbs reminisced on his early days in the nursery business and told of the problems that had been solved and that were yet to be solved. His formula for success was to grow one variety better than any other person and to grow all other varieties as near that standard as possible.

Suggestions on "What Will Replace the Elm Tree?" were made by



Use HENDERSON'S SEEDS

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plants

For nearly a century it has been our policy to maintain close contact with growers—to study their problems, learn their needs, and develop strains which assure the finest in hardy, healthy plants.

As a result Seeds packed under the famous Henderson trade mark are the choice of leading growers the world over.

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35 Cortlandt Street, New York 7, N. Y.

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LOVELL PEACH PITTS

Nation's Leading Source

Write today for quotations.

California
NURSERY COMPANY
Niles, California

North Dakota and Montana Seeds

Northern-grown Tree, Shrub and Wild Flower seeds.
Wholesale crude botanicals.

E. C. MORAN Stanford, Mont.

New and Guaranteed Used

Steel Pipe and Boiler Tubes
Wood and Steel Tanks
Buildings, Valves and Fittings.

JOS. GREENSPON'S SON PIPE CORP.
National Stock Yards St. Clair Co., Ill.

Mike Engeldow, of the Midwestern Tree Experts, Indianapolis, who said that his customers were afraid to buy the American elm; J. W. Summerlot, of the Indiana Nursery Co., Coal City, who urged the planting of narrow upright trees, such as Norway maple, and Professor Chadwick, who strongly supported Mr. Summerlot's suggestion and also suggested three more trees which resemble the American elm—thornless honey locust, English elm and hackberry. He stated that such a high percentage of American elms never should have been planted in the first place and that never again should one variety of tree be planted in such proportion, for it is never known where some disease will strike next.

Harold E. Hunziker, of M. J. Hunziker & Sons, Niles, Mich., and secretary of the National Landscape Nurserymen's Association, talked on "Developing a Landscape Organization." Such a business he described as purely a service type of organization, in which the planting of trees might be quite incidental. He advised locating in a well populated area, but not in a large city. One's place of business should include an office set in neat, attractively landscaped grounds. Elaborate landscaping is not necessary and too often proves extremely costly. Clients are obtained mostly through personal contacts, and the landscape nurseryman should take every opportunity to meet people and should join civic and social organizations. Good advertisements are one's own grounds, a good listing in the classified telephone directory, neat and well kept trucks, landscape jobs well done and an interest in jobs after they have been completed.

In selecting personnel for a landscape organization, Mr. Hunziker stressed choosing persons who would truly represent the organization, salesmen who not only obtained contracts but could follow through on the jobs, foremen who not only knew plants but could talk to the customer and an office girl who could speak good English and talk well on the telephone to a customer although she need know nothing of plants or landscape work. He described the ideal personnel setup for an organization doing a \$50,000 business annually. It would have a manager under whom were a foreman with a 3 to 5-man crew, a secretary, a bookkeeper, a designer and two salesmen, each with a foreman and a 3 to 5-man crew under him.

Mr. Hunziker stressed the importance of keeping figures of costs on

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ATLAS PORTABLE OVERHEAD IRRIGATION

The best insurance against drought and disappointments.

The ATLAS Portable Irrigation Pipe equipped with the Horseshoe Latch Coupling is light, easily moved and coupled. Ohio Farm Bureau Cooperative Association, Inc., is exclusive Atlas distributor for Ohio. Other attractive dealer territories are open. Write today for literature and prices.

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Jones & Laughlin Supply Company

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Muskogee, Oklahoma

IT PAYS

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You do increase business by sowing and selling a lawn that flourishes year after year. Woodruff adapted lawn seed provides you a selection of mixtures — each designed for a particular condition.

F. H. Woodruff & Sons INC.
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Scientific Growth Stimulant

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SCHUYLKILL CHEMICAL CO. 2340 Sodley Ave. Philadelphia 32, Pa.

For Treating
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Send for Our Seed List.

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"Supreme" Quality

SEEDS — PLANTS — BULBS

and

Growers' Accessories

AMERICAN BULB CO.

1335 W. Randolph St. CHICAGO 7
31 W. 27th St. NEW YORK 1

all jobs and gave data on how to figure the resale of labor. If a man is hired at \$1 per hour, \$2 is barely enough to charge the customer to assure a profit. It was estimated that a man would probably be productive seventy-nine per cent of the time, with twenty-one per cent unaccounted for by vacations, sick leave, etc. So

this twenty-one per cent must be added to labor cost. It was determined that fifty-eight per cent went to cover the overhead of other salaries and business costs. And at least one-ninth must be added to assure

ten per cent at the end of the year on the gross.

Floyd Bass, A. W. Fox and E. O. Little spoke briefly on "Developing a Cash-and-carry Trade." Mr. Fox told of developing a year-around trade through selling at the farmers' markets. Mr. Bass said that the sale of potted plants had a great future in the cash-and-carry trade.

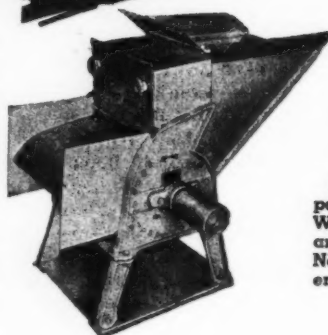
After luncheon the program was concluded with a panel discussion on operating a nursery, in which Robert Hoffman, E. O. Little and I. J. Mathews took part. Mr. Little told of a novel device used at his nursery to make sales after closing time. Prices and names were marked on the sides of all pots, and if anyone came after closing time he had only to select his plant and drop the money together with his name and address in a slot in the wall. Mr. Little said losses because of nonpayment were negligible. I. J. Mathews described his unique use of city display grounds for advertising purposes as department stores use their display windows. With more than a linear mile of display space on the city blocks surrounding his nursery he utilizes every space to make colorful displays of growing stock; even the parkways are planted.

I. Nelson, Hobart, commented on the labor situation, looking for an easing of the situation by midsummer.

At the A. A. N. chapter meeting, DeVol Ernst was reelected president and I. J. Mathews was elected secretary. Since the Indiana chapter is now entitled to two delegates, Floyd Bass and DeVol Ernst will attend the board of governors' meeting at Chicago. J. C. Bunch was elected to a 2-year term to succeed Mr. Bass, who was named alternate for the same term, and I. J. Mathews was named as alternate to Mr. Ernst for one year. The proposed public relations program of the A. A. N. was discussed, and the chapter members were opposed to nearly all points of the program.

Many of the younger generation were in evidence at the meeting. When not at classes, Floyd Bass, Jr., and Gordon Hobbs, students at Purdue, joined their fathers at the meeting. Earl Moldenhauer was with his father and Alex Tuschinsky brought his son Ted to the opening session. J. W. Summerlot brought his grandson, J. W. Hegar, who became a member of the association. With J. C. Bunch was his son, Troy, recently discharged from the air corps. Lloyd, Jr., and Richard Pottenger, also out of service, were present.

Better COMPOST QUICK - EASY - AT LOW COST!



with the
**WICHITA
WONDER**

**Grinds, Shreds, Pulverizes
and Mixes Any Compost**

Save time, labor, power . . . get better compost . . . with the tried and proven Wichita Wonder! It grinds, shreds, chops and pulverizes any material . . . wet or dry. Mixes as it grinds. No clogging . . . no gumming up. Patented rollers clean themselves while in use.

**Built for Long, Tough,
Efficient, Service!**

Compost thoroughly mixed in the raw stage preserves its fertilizing properties, rots quicker. Tough materials are the best source of humus. No material is too tough for the W-W. Big capacity on minimum power. Built to stand the shock of iron, rock and tramp material.

FREE Write today for new circular telling how to prepare, store and use compost. Every grower needs this data.

W-W GRINDER CORP.

Dept. F.

Wichita, Kansas

AGENTS!

Big opportunities for live agents to distribute W-W Grinders. Write today. Some excellent territories open.

Compiling a New Nursery List

By L. C. CHADWICK

- I. WOODY DECIDUOUS ORNAMENTAL PLANTS
- II. SELECTION OF NARROW-LEAVED EVERGREENS
- III. SELECTION OF BROAD-LEAVED EVERGREENS

Three series of articles on superior varieties of trees, shrubs, vines and ground covers, reprinted from the American Nurseryman.

Describe and discuss the best plants among trees and shrubs in various sizes, as well as vines and ground covers.

List uses, culture, characteristics and growth habits, to make easy selection of suitable varieties for various landscape purposes.

Sources of supply of selected plants indicated in list of nurseries.

Each book, 40c per copy—All 3 for \$1.00

AMERICAN NURSERYMAN
343 South Dearborn St., Chicago 4, Ill.

Enclosed is remittance of \$_____for

_____sets (3 booklets below) **COMPILING A NEW NURSERY LIST**, \$1.00 per set.

_____copies **DECIDUOUS ORNAMENTAL PLANTS**, at 40c per copy.

_____copies **NARROW-LEAVED EVERGREENS**, at 40c per copy.

_____copies **BROAD-LEAVED EVERGREENS**, at 40c per copy.

Name.....

Address Street.....

City.....State.....

NEW ENGLAND PROGRAM.

[Concluded from page 23.]

committeeman from region 1, will tell of current A. A. N. activities.

Elliott S. Boardman, of the Federal Reserve Bank, Boston, will speak on the topic, "Reconversion."

Harold J. Crimi, president of the Canadian Nurseryman's Association, will be present at the annual banquet, to be held Monday evening.

Tuesday's morning session will open with a report of the educational committee by Cornelius P. Van Tol. Donald D. Wyman will report on the trade exhibits. Members of the board of governors will report on the A. A. N. meeting held at Chicago, Ill., the preceding week. Election of officers will follow.

After discussion of the public relations committee report, William T. Frary, public relations counsel for the New England Nurserymen's Association, will speak to the group.

The educational program will open Tuesday afternoon with a talk on "Landscape Problems," by a speaker to be announced. John Leghorn, Leghorn's Evergreen Nursery, Cromwell, Conn., will speak on "Growing of and Caring for Taxus."

"The Development of the Suburban Home Grounds" will be discussed by Edmund Prellwitz, Greenwood Nursery, Greenwood, R. I. Homer Dodge, Landscape Service Co., Framingham, Mass., will talk on "Construction Problems and Estimating of Costs in Developing the Suburban Home Grounds."

Lester W. Needham, Westfield, Mass., is president of the association. Milford Lawrence, Falmouth, Mass., is vice-president; Louis Vanderbrook, Manchester, Conn., secretary, and Fred S. Baker, treasurer. Also on the executive committee are Lloyd Hathaway, North Abington, Mass.; Isaac Williams, Exeter, N. H., and Charles S. Burr, Manchester, Conn.

AIRFREIGHT SERVICE.

An expanded airfreight system to provide service to thirty-three cities on its coast-to-coast route and more than 500 communities located within the terminal areas for pickup and delivery service was inaugurated January 1 by Transcontinental & Western Air, Inc., announces R. E. Whitmer, director of cargo sales.

Interline agreements with Continental Airlines providing through airfreight service and rates between all cities on the TWA and Continental systems have also been completed.

Shippers of flowers and nursery

MAKE MORE PROFIT — KEEP SATISFIED CUSTOMERS

Plan to sell your Roses, Perennials, Shrubs, Vines and Fruit Trees started and growing in



WHICH WOULD YOU PREFER?
WHICH WOULD YOUR CUSTOMER PREFER?

CLOVERSET POTS

Quality stock, potted and growing, will command the **HIGHEST RETAIL PRICES**, will gain the appreciation of your customers for the guarantee of growing success offered. Stock is clean, easy and quick to handle.

Look Ahead — Join the Trend of Times — Modernize Now

Beautifully displayed, potted, growing nursery stock will sell without effort. Offer a plant worthy of a higher price.

CLOVERSET POTS ARE PRICED TO BE A GIVE-AWAY ITEM.

The cost of Cloverset Pots will be amply repaid when highest retail prices can be commanded and good-will gained with dependable, growing stock.

CLOVERSET POTS will help you grow better plants.

Our pots enable you to sell throughout the summer months, even during the hottest weather, without any wilt of either foliage or the bloom, since plants can be moved without disturbing the root system.

Cloverset potted stock will promote planting interest, bringing ease to the gardener, and will increase cash-and-carry trade, making selection of stock easy, quick and a pleasure for your customer. Try our Cloverset Pots; we are sure they will please you.

Write for free circulars and catalog giving description, size and price lists and technical instructions for use. Sample carton, all sizes, standard heavy weight, 25c. Write today, send your problems, inquiries and requests for information and we will try to assist you from our experience and the experiences of users throughout the country.

No.	Height	Diam. Top	Bottom Diam.	Soil Capacity	Corresponding Weight Size Clay Pot Per 100	— Price — Per 100 Per 1000
0	5 ins.	5 ins.	4 1/4 ins.	3 1/2 lbs.	6-in. 35 lbs.	\$2.50 \$22.50
1	6 1/2 ins.	6 ins.	5 1/4 ins.	9 lbs.	7-in. 52 lbs.	4.00 35.00
2	9 1/4 ins.	7 ins.	6 1/4 ins.	15 lbs.	8-in. 77 lbs.	4.50 40.00
3	9 ins.	8 ins.	7 1/4 ins.	20 lbs.	9-in. 88 lbs.	5.00 45.00

No. 0 FOR PERENNIALS AND FOR GREENHOUSE USE.

No. 1 FOR PERENNIALS.

No. 2 FOR ROSES AND SHRUBS.

No. 3 FOR LARGE SHRUBS AND TRANSPLANTING.

Orders for 300 pots or more take 1,000 pot price. Orders for less than 300 pots take 100 pot price.

CLOVERSET FLOWER FARM

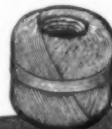
Ernest Haysler & Son

105th Street and Broadway,

Kansas City 5, Missouri

Here's our problem... What do you recommend?

Before the war disrupted supplies of Nursery Twines, such inquiries were meat and drink to us. Too often during the war years it has not been possible to make either an intelligent recommendation or any kind of delivery. • Now that supplies are again becoming available, it will be a pleasure to recommend and supply the Twines required for the needs of the greatly expanded postwar Nursery Industry.



"SINCE 1840"

GEO. B. CARPENTER & CO.

AND 34 WALL ST. N. CHICAGO, ILL.

SISAL ROPE—Finest Quality

Soft, pliable and non-kinking.

Three-strand—oiled and treated. At Last! **PURE SISAL** of beautiful quality, for which you have long waited.

—Sold only in full coils—

No. T-380—1/2"—Per 1200 ft. coil (21c lb.)	\$18.90
No. T-381—3/4"—Per 1200 ft. coil (20 1/2c lb.)	32.00
No. T-382—1"—Per 1200 ft. coil (20c lb.)	40.00

Meets all U. S. Gov't requirements—

Size	Breaking Strength	Fl. per lb.
1/2"	2100 lbs.	13 1/2
3/4"	3500 lbs.	7 1/2
1"	4300 lbs.	6

Prompt shipment from Chicago.

TREE WRAP—"Saxolin"—4-in.

Creped weather-proof paper. Two pieces of 30-lb. Kraft cemented together with a special processed asphalt, especially prepared to resist extreme cold or heat. Rolls 4 ins. wide, approximately 155 lineal feet. Approximate weight, 2 3/4 lbs. per roll.

Prices per roll.

No.	Amount	Each	Amount	Each
No. N-119	1 to 9	50c	10 to 24	45c
	25 to 50	42c	50 or more	40c

Our Spring Guidebook soon ready. Send for yours.

Schupp**Florist Supply Co.**

Dept. A. WILMETTE, ILL.

WHEELBARROW WHEELS**Heavy Duty**

- 2-Ply Rubber Tires—8x4.00
- Heavy Duty Tubes—
- Metal Wheels—
- Roller Bearings—
- For 3/8-in. Axle.

No. G-260—
Each\$11.95

stock previously had been able to utilize the airfreight service in shipping to customers in only five cities on the TWA route.

A revised rate structure providing for new low air cargo rates has also been announced. The rate for a 100-pound shipment of flowers or nursery stock from San Francisco to New York is \$34.95 or from Chicago to New York, \$10.70. These rates are on an airport-to-airport basis with separate charges being made for pickup and delivery.

Plans have been announced also by United Air Lines for inauguration of airfreight service over its coast-to-coast and Pacific coast system effective February 1.

United's airfreight tariff shows rates as low as 27 cents a pound on shipments of 3,000 pounds from coast to coast. Typical examples of the new tariffs are: Twenty-five pounds from New York to the Pacific coast, \$8.78; 100 pounds, \$33.63; twenty-five pounds from Chicago to Los Angeles, \$6.46; 100 pounds, \$24.35. The tariff is based on minimum shipments of twenty-five pounds.

According to C. P. Graddick, the company's director of air cargo, charges are graduated according to volume and distance shipped so as to give the lowest possible rates to volume shippers for long-distance hauls. He said United will continue to carry air express on all planes, with the Air Express Division of the Railway Express Agency, Inc., serving as a nation-wide pickup and delivery system. Airfreight will be designed for the heavy package type of cargo, moving on less frequent schedules, with optional pickup and delivery.

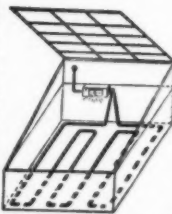
WIN CUSTOMERS' COMMENT.

In the 1945 catalog of the Henry Nurseries, Henry, Ill., was included a page of information for customers,

"GRO-QUICK" ELECTRIC SEED BED HEATER

Be a month ahead of neighboring gardens

BOTTOM HEAT CAN'T BE BEAT for rooting cuttings, for high germination, and fast growth. Ideal for plant benches—cold frames. Detailed instruction sheet sent free on request.



JUNIOR GRO-QUICK with thermostat and 40-ft. 200-watt cable for 3x6-ft. bed.. \$5.35

SENIOR GRO-QUICK with thermostat and 80-ft. 400-watt cable for 6x6-ft. bed.. \$6.95

JR. CABLE only, \$1.60; SR. CABLE only \$3.20

Special 800-watt, 160 ft., 220 volt cable. \$6.40

Prompt delivery. No priority. Prepaid in U.S.A.

"GRO-QUICK" 366 W. Huron St. Chicago 10, Ill.**DOWAX**

★ Extends transplanting season

★ Reduces losses

**DOW**AGRICULTURAL CHEMICALS DIVISION
THE DOW CHEMICAL COMPANY
MIDLAND, MICHIGAN

which J. R. Ingels says caused more favorable comment from them than anything else the firm had ever published. He thinks the suggestion should prove of value to small nursery operators. The page called attention to the necessity of watering evergreens liberally and told how to do it, suggested protection from dogs, prescribed control of bagworms and red spider and gave advice on trimming dwarf evergreens and adding fertilizer when planting them.

The Ingels brothers made themselves a power tree-digger by picking up a junk Massey-Harris tractor and fitting two drums to the power

LILACS FOR AMERICA

By John C. Wister

64-page report of survey by
AMERICAN ASSOCIATION OF BOTANICAL GARDENS AND ARBORETTUMS

Price, \$1.00

This contains full information as to the color and classification of all known Lilac species and varieties, a list of nurseries in which the varieties are available, a list of recommended varieties and a list of varieties recommended for discard, as well as other notes.

Crab Apples for America

By Donald Wyman

81-page report of similar survey

Price, \$1.00

Gives the history of crab apples in America, together with information about their breeding, propagation and culture. All the 260 varieties known to be growing in North America are listed, with all the available information about the size and color of their flowers and fruits, date of origin, natural habitat, introducer or originator, and sources where grown today.

Send orders to

AMERICAN NURSERYMAN

343 S. Dearborn St., Chicago 4, Ill.

LINDIG'S SOIL SHREDDER

Designed by a Florist to meet the needs of Florists, Nurserymen, Landscape Gardeners, Etc.

Send for folder and prices

Lindig's Mfg. Co.
Dept. AN1875 W. Carpenter Ave.
St. Paul 6, Minnesota**RUBBER Products**

AMERICA'S FINEST
KATFISH BRAND
Rubber Bands
Aprons
Shedding Straps
Clothing
Spray
Kneeling Pads
Footwear
Gloves
Synthetic Rubber
Belts
Hoses

* GET OUR CATALOG AND PRICE SHEET

BROADWAY RUBBER MFG. CO. LOUISVILLE 2, KY

take-off. By using pulleys and anchoring back to a deadman in front of the tractor, they get enough power to cut under 3-inch shade trees.

CATALOGS RECEIVED.

Armstrong Nurseries, Ontario, Cal.—Handsome retail catalog of fruits and ornamentals, primarily for southern California. Numerous fine illustrations, many in color, accompanied by well written detailed descriptive paragraphs. Sixty-four pages, 8½x11½ inches.

F. J. Grootendorst & Sons, Boskoop, Holland.—Wholesale price list for spring 1946 of lining-out stock in evergreens and ornamental plants, 32 pages and cover, 6x9¼ inches, accompanied by mimeographed supplementary price list of four pages covering larger stock and other items.

Corliss Bros., Inc., Gloucester, Mass.—Wholesale price list for spring 1946, of choice perennials; mailing card folded to make six pages 4¼x9½ inches.

George J. Ball, Inc., West Chicago, Ill.—Annual and perennial flower seeds and vegetable seeds for florists; illustrated catalog, 40 pages and cover in colors, 7½x10½ inches.

Cutler & Vennard Nursery, Sioux City, Ia.—Wholesale and retail price list of gladiolus bulbs, illustrated, 16 pages, 6x9 inches.

Jackson & Perkins Co., Newark, N. Y.—Retail catalog of roses, perennials and fruits, handsomely illustrated with color on every page, 48 pages, 9x11¾ inches.

Wonderland Nurseries, Ellerson, Va.—Price list of rooted cuttings of chrysanthemums of different types, 16 pages and cover, 8½x11 inches.

TOM DODD REPORTS.

In place of an autumn price list, Tom Dodd sent out the past autumn an 8-page folder, one side of which was beautiful with colored pictures of camellias and azaleas, and the other side carried a statement to his wholesale customers that he is sold out for the season. Three of the inside pages carried cartoons indicating the current activities of the five Dodd boys, whose military record was related in a recent issue. Their father was depicted as awaiting their return to Semmes, Ala., so that he could go fishing.

THE Benton County Nursery Co., Rogers, Ark., has sent its friends a large wall calendar for 1946 with a colorful picture of the rose gardens of Elizabeth park, Hartford, Conn., reproduced from an original direct color photograph by George French.

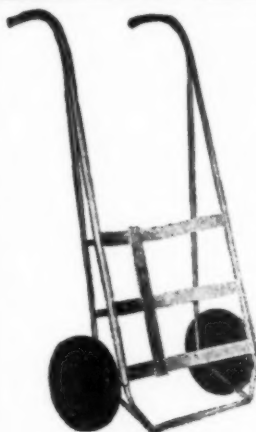
PHILLIP S. CARLSON will take over the operation of the Valley Tree Surgery, Van Nuys, Cal., after January 1, according to Leonard Moonaw, former owner. Mr. and Mrs. Carlson, music teachers, purchased the property at 16203 Vanowen boulevard recently.



with FELINS ELECTRIC BUNCH TYER
FOR — BUNCH VEGETABLES, CUT FLOWERS, NURSERY STOCK



FELINS · Milwaukee 6, Wis.



Pat. No. 110110

\$35.00

F.O.B. K. C. Kansas

NURSERY HAND TRUCK

"I would like to state that with the present manpower shortage in the nursery, it was like adding another employee when we started using the Nursery Hand Truck."

Walter H. Misenheimer,
Green Acres Farm Nurseries,
Portsmouth, Va.

SPECIFICATIONS

Equipped with Jumbo Balloon Tires and Tubes, 12x4 inches.
Specially Designed Curved Nose.
All-steel Construction, electrically welded.
Weight 56 pounds.
Over-all Length 63 inches.
Over-all Width 27½ inches.
Capacity 26-in. Ball weighing 600 pounds.

THE GARDEN SHOP, Inc.

4819 Mission Rd.

Kansas City, Kan.

In Service and Out

CASCIO BACK FROM ARMY.

Major Peter J. Cascio, proprietor of the Peter Cascio Nursery, West Hartford, Conn., was released from active duty December 16. He reports plenty of work on hand, but little help available to do it.

The week of his release he was named to membership on the zoning board of appeals by Town Manager Rodney L. Loomis.

Major Cascio put his talents to army use at Camp Shanks, huge staging area of the port of embarkation, where he not only instituted a successful program to combat soil erosion, but also made the camp one of the most beautiful in the United States.

During his tour of duty at Camp Shanks, Major Cascio served as police and prison officer and later as commanding officer of the 303rd Italian quartermaster battalion, composed of more than 1,200 selected former Italian prisoners who volunteered to help the United States.

The proprietor of a 30-acre nursery at West Hartford since 1934, Major Cascio was president of the National Landscape Nurserymen's Association and the Connecticut Horticultural Society and secretary-treasurer of the Connecticut Nurserymen's Association when called to duty, September 15, 1942. He was also serving as president of the West Hartford Chamber of Commerce and president of the Hartford chapter of the Reserve Officers' Association.

He is a graduate of Massachusetts State College and did postgraduate work in science at the University of Southern California and Cornell. He served in World War I and was commissioned a second lieutenant of infantry in the reserve, February 15, 1919.

Assigned to the New York port of embarkation upon its activation, September 15, 1942, Major Cascio served as assistant post engineer at Fort Hamilton, N. Y. Later, he attended the first class of the transportation corps' officers' training school at Fort Slocum, N. Y. Transferred to Camp Kilmer, N. Y., upon graduation of the class, he was named to the Camp Shanks cadre at Kilmer, December 17, 1942. He went to Camp Shanks at its opening, January 4, 1943.

DANA KREIDER, Wadsworth, O., has just been discharged from the army after more than three years of service and will resume his nursery business.

SAMUEL BRIDGE, former nurseryman at Greenwich, Conn., writes that he is now a patient at the Lovell General hospital, Fort Devens, Mass. He is recovering from a nerve injury received in the fighting of the Pacific. Mr. Bridge was in the army four years, three years overseas.

The Bridge & Bisaillon Nursery, of which Mr. Bridge was a partner, was abandoned during the war. Mr. Bisaillon is now in charge of greenhouses at the Montreal Botanical Gardens. He grows drug plants as a side line and intends to open a nursery in partnership with his father at Montreal, Canada.

WILLIAM H. VENNARD, who will become general manager of Cutler & Vennard Nursery, Sioux City, Ia., upon his early return from service, is welterweight champion of the Third division of marines. He has been stationed at Guam. His wife and three sons live at Sioux City. The nursery has been carried on for eleven years as a hobby by his father, E. L. Vennard, who has been engaged in the wholesale plumbing and heating business for thirty years.

JAMES L. PEARSALL, son of T. L. Pearsall, Montrose Nursery, Montrose, Colo., has been discharged from service and expects to act as business manager and partner in the nursery. He held the rank of staff sergeant and spent three years in the army supply service, taking part in the campaigns from north Africa to the Po valley in Italy.

SGT. LLOYD POTTENGER, JR., recently returned from France, is now at home, having been discharged from Camp Atterbury last week. Lieut. James W. Shasteen, son-in-law of L. A. Pottenger, was also recently discharged from service. He and Mrs. Shasteen, the former Miriam Pottenger, are now visiting Mr. and Mrs. L. A. Pottenger, Indianapolis, Ind.

FRANCIS GAIS, proprietor of the Rustic Gardens, Belding, Mich., was discharged from the navy December 10, at Great Lakes, Ill., and has returned home to continue his florists' and nursery business, which was operated for him during the war by his mother, father and brother. He spent three years in service on the east coast and the past six months in the Pacific on the U. S. S. Teton.

CAPT. JANON F. EMBURY was released from the army in time to spend Christmas with his parents, Mr. and Mrs. P. C. Embury, of the Hiltondale Nurseries, Catonsville, Md. Maj. Melvin Embury is at present attached to General MacArthur's headquarters at Tokyo. A third son, Lieut. George Embury, lost his life in submarine service in the Pacific.

VIRGIL E. LACHMAN, Jr., Neshaminy, Pa., reports that he has at long last rejoined the ranks of the civilian army. He is proprietor of the Sandy Lynne Nursery.

T. SGT. WALDO HUGHART is planning to rejoin the Hughart & Sons Nursery, Hamel, Minn., soon. He recently returned from the Pacific area after three years of service.

DOES ALL TILLAGE JOBS

INCREASE PLANT YIELD WITH LESS MANPOWER!

Here is the perfect all-purpose tilling and cultivating combine for the nurseryman. Ariens-Tiller harrows as it discs as it plows. ONE operation produces a properly prepared seed bed, thoroughly aerated with pulverized soil, shredded and evenly mixed. No large soil chunks to retard plant growth. Ariens-Tiller can be operated in wet or dry seasons and handles easily in small spaces. Complete details and name of distributor on request.



Three models to meet your requirements.

A COMPLETELY
PULVERIZED LEVEL
SEED BED IN ONE
OPERATION

ARIENS Company
BRILLION • WISCONSIN

WESTERN ASSOCIATION.

[Continued from page 8.]

weekly news-letters keeping them informed on legislative matters before Congress that affect the nursery business directly or indirectly.

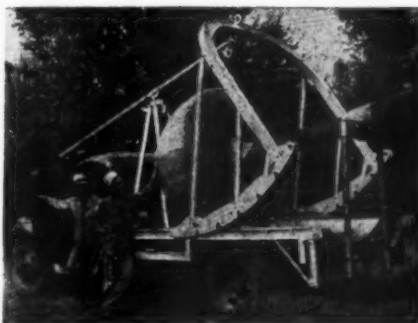
The nursery business is getting little direct help from federal appropriations. The director of the budget has been requested to include in the next budget the sum of \$95,600 for research on ornamental plants. New deciduous shrubs are needed, especially dwarf-growing varieties with good foliage, flowers and fruits. A continuation of the appropriation for phloem necrosis research has been requested.

The national arboretum now comprises 395 acres; there is need for much more land. A well landscaped superhighway that will run from Washington to Baltimore will connect two separate units of the proposed arboretum.

An important part of the legislative program is the need for a uniform definition of agriculture for use in all statutory laws. At the present time there is much divergence of opinion on this subject. Various federal agencies define agriculture one way, while others have different conceptions. The result is a confusion that is highly detrimental to the nursery business.

Three years ago the late President Roosevelt vetoed a law which was passed by Congress that would require the federal government to comply with state inspection laws in the handling of seeds, feed, fertilizer and nursery stock. This bill will be reintroduced. The provisions of federal quarantine 37 which restricted the importation of nursery stock to limited quantities for propagation purposes were revoked in 1943. Now any resident of the United States can secure a permit to import anything from anywhere for any purpose, with few exceptions. The A. A. N. legislative program will try to remedy this situation.

There appears to be some danger of a revival of the notorious shelterbelt program, which was officially killed by Congress in 1936, but revived by the Forest Service under the name prairie states forestry project. At the beginning of the war, this project was under the control of the Soil Conservation Service. Most of the personnel was transferred to California to work on the guayule rubber experiments. Now that this work has been stopped, the Soil Conservation Service may try to revive the shelterbelt scheme to provide work for its personnel. This matter

AUTOMOTIVE TREE MOVERS

After many years devoted to the development and manufacture of tree movers, Williams & Harvey are again starting to produce the latest model Rocker Type Tree Mover.

These machines have been thoroughly tested, not only in our nursery, but by others during the war period. The simplicity in the operation of this mover, plus demountable features, cuts the cost of moving big trees. Write for particulars.

**WILLIAMS & HARVEY NURSERIES**

Box 7068, Country Club Station,

KANSAS CITY 2, MO.

**PROTECT
TREES AND SHRUBS
AGAINST RABBITS
with COPPER SOAP**

rodent repellent
Easily applied, economical, effective. One application lasts entire season. **YOUR NURSERYMAN OR SEED DEALER HAS IT.** Write for detailed literature.

CASTLE CHEMICAL CO.
Castle Rock, Minn.

PEAT

Now booking bulk car shipments for 1946 spring and summer delivery of Black cultivated Peat and Moss Peats.

"Quality Peats for all Purposes."

ELI COLBY COMPANY
Hawtontown, Iowa

CUPRINOL

Preserves Wood From Rot.
Dyed Green—Serves as Priming Coat.

INCREASES LIFE OF PAINT—WILL NOT HARM PLANTS.

1 gal. will cover 400 Sq. Ft.
Gal., \$2.90 per gal.
5 Gals., 2.80 per gal.
50 Gals., 2.70 per gal.

SOMERSET ROSE NURSERY, INC.
P. O. Box 608 New Brunswick, N. J.

**CHARLES SIZEMORE
Traffic Manager**

319½ Georgia St., Louisiana, Mo.

Loss and damage claims against railroad and express companies collected.

Freight bills audited.

Past due notes and accounts collected.

Well known to the nurserymen of the country.

Reference: Bank of Louisiana.

HUNT'S ACME GRAFTING COMPOUND Used for or as a protective coating.

RODENT REPELLENT Protect your trees against rabbits and other rodents.

BRUSH AND HAND GRAFTING WAX Send for price list.

Above products endorsed by Michigan State College.
M. J. BECK CO., Successor to Hunt & Son, Box 7, Lansing 1, Mich.

A. M. LEONARD & SON

Piqua, Ohio

Tools — Grafting Supplies

Write for Bulletin.

BOOKS for Nurserymen

Book A. Illustrates in full color 235 standard nursery items, brief description, substantially bound. Price in small lots, 75c each.

Descriptive Nursery Catalog

Nicely illustrated, 48 pages and cover. 18c each in small lots.

Correct Planting Methods

A pocket-size 48-page booklet. Very complete but concise information, well illustrated. Helpful in preventing claims for dead stock that cost nurserymen money. Sample, 10c. Write for discounts on quantities.

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also is included in the A. A. N. legislative program.

The sessions were closed with the reading of several reports and the election of officers. The officers elected were: President, Stanley R. McLane, nursery superintendent of the J. C. Nichols Investment Co., Kansas City, Mo.; vice-president, Frank Pflumm, Shawnee Nurseries, Shawnee, Kan.; secretary-treasurer, C. C. Smith, Sherman Nursery Co., Charles City, Ia.

Immediately after adjournment, the executive committee met and decided upon the dates January 7 and 8, 1947, for the next meeting, and the place, Kansas City, as usual. President McLane appointed the following program committee: Kenneth Haysler, chairman; George Chandler, and John J. Pinney.

Convention Side Lights.

The speakers' table was decorated each day by a beautiful bouquet of red roses and white chrysanthemums presented by the Chandler Landscape & Floral Co., Kansas City.

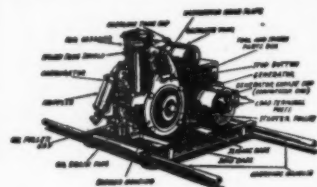
Genial Joe Falk, of the Chase Nursery Co., Chase, Ala., made his first convention appearance after four years of service in the navy. Either Joe had changed so much in appearance or Secretary Smith's memory had slipped to such an extent that Joe was almost able to file an application for membership in the association under the name of Joe Schmultz, of Schmultz & Schmultz. Anyway, Joe seemed to be as happy to be back as the membership was to see him.

As usual, Frank Donovan and C. C. Smith were frequently mistaken for each other. Fortunately, both are good-natured.

Dr. William H. Pickett, Dr. Roger Smith, Prof. L. R. Quinlan and Prof. George Dean had a narrow escape while driving from Manhattan, Kan., to Kansas City to attend the convention. Their car suddenly struck an icy spot on a banked curve, spun around a time or two and finally came to rest with the front wheels hanging precariously over the edge of a 12-foot retaining wall. A wrecker was required to put the car back on the highway.

IN a study made in Vermont, it was found that the average damage to an automobile involved in an accident was \$56.20 when it was traveling ten miles an hour or less. When the car was traveling over fifty miles an hour, the average accident damage was \$454.67, according to the National Safety Council.

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18" (1 1/4 ft.)	3	2	\$1.26	1 1/2 oz.	1,066
24" (2 ft.)	4	2	2.64	2 1/2 "	640
36" (3 "	5	2	3.86	6 "	233
48" (4 "	6	3	5.52	9 "	177
60" (5 "	6	3	8.28	1 1/2 lb.	60
72" (6 "	7	4	9.94	2 "	50
84" (7 "	7	4	12.42	2 1/2 "	42
96" (8 "	8	4	15.18	3 1/4 "	30

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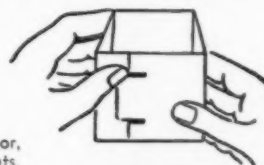
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No. M-310	1 3/4 x 1 3/4 x 2 1/2	12 lbs.	\$2.95
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No. M-340	2 1/2 x 2 1/2 x 3	20 lbs.	3.75
No. M-350	3 x 3 x 3	21 lbs.	4.10
No. M-360	3 x 3 x 4	32 lbs.	4.75
No. M-391	4 x 4 x 4	40 lbs.	5.60

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M-370; holds twelve 1 3/4-inch Bands.....	\$2.75
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M-393; holds six 3-inch Bands.....	\$3.85
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	Each Per 10	Each Per 100		Each Per 10	Each Per 100
KETELEER JUNIPER			GLOBE JUNIPER (Virginiana-trimmed globes)		
2 1/2 to 3 feet xx B&B	\$1.90	\$1.80	15x15 inch xxx B&B	\$2.25	\$2.00
3 to 4 feet xxx B&B	3.75	3.50	NORWAY SPRUCE		
PFITZER JUNIPER			18 to 24 inch xx B&B	.85	.75
18 to 24 inch xx B&B	1.60	1.50	2 1/2 to 3 feet xxx B&B	2.00	1.75
1 1/2 to 2 feet xxx B&B	2.75	2.50	3 to 3 1/2 feet xxx B&B	2.50	2.25
2 to 2 1/2 feet xxx B&B	3.00	2.75	NEST SPRUCE		
GOLDEN PFITZER JUNIPER			12x12 inch xxx B&B	1.75	1.50
1 1/2 to 2 feet xxx B&B	2.50	2.25	15x15 inch xxx B&B	2.00	1.75
2 to 2 1/2 feet xxx B&B	2.85	2.60	MUGHO PINE		
2 1/2 to 3 feet xxx B&B	3.50	3.25	8x 8 inch xx B&B	.75	.65
3 to 3 1/2 feet xxx B&B	4.25	4.00	10x10 inch xx B&B	.90	.80
ANDORRA JUNIPER			12x12 inch xx B&B	1.10	1.00
1 1/2 to 2 feet xxx B&B	2.50	2.25	SCOTCH PINE		
JAPANESE JUNIPER (Procumbens)			2 to 3 feet xxx B&B	2.00	1.75
15 to 18 inch xx B&B	1.30	1.20	3 to 4 feet xxx B&B	3.00	2.75
18 to 24 inch xx B&B	1.45	1.35	4 to 5 feet xxx B&B	4.50	4.25
2 to 2 1/2 feet xxx B&B	3.25	3.00	DOUGLAS FIR		
VONEHRON JUNIPER			2 1/2 to 3 feet xxx B&B	2.75	2.50
2 to 2 1/2 feet xxx B&B	2.75	2.50	3 to 3 1/2 feet xxx B&B	3.25	3.00
HILLBUSH JUNIPER —Dark green			SPREADING JAPANESE YEW		
12 to 15 inch xx B&B	1.50	1.40	15 to 18 inch xxx B&B	3.00	2.75
HILLBUSH JUNIPER —Very dark green			DWARF JAPANESE YEW		
12 to 15 inch xx B&B	1.60	1.50	12 to 15 inch xxx B&B	2.50	2.25
15 to 18 inch xxx B&B	2.75	2.50	AMERICAN ARBORVITAE		
CANAERT JUNIPER			2 to 3 feet xxx B&B	1.75	1.50
3 to 3 1/2 feet xxx B&B	4.00	3.75	3 to 4 feet xxx B&B	2.25	2.00
3 1/2 to 4 feet xxx B&B	5.00	4.75	4 to 4 1/2 feet xxx B&B	2.75	2.50
SILVER JUNIPER			PYRAMIDAL ARBORVITAE		
3 to 3 1/2 feet xxx B&B	3.25	3.00	3 to 3 1/2 feet xxx B&B	3.00	2.75
HILL DUNDEE JUNIPER			3 1/2 to 4 feet xxx B&B	3.50	3.25
3 to 3 1/2 feet xxx B&B	4.25	4.00	4 1/2 to 5 feet xxx B&B	4.75	4.50
3 1/2 to 4 feet xxx B&B	4.75	4.50	WOODWARD ARBORVITAE		
4 to 4 1/2 feet xxx B&B	5.00	4.75	12x12 inch xxx B&B	1.50	1.25

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Each x indicates one transplanting. B&B signifies balled and burlapped.

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